

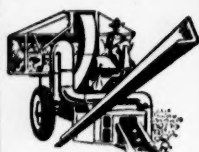
MANUFACTURERS RECORD

The Tidelands

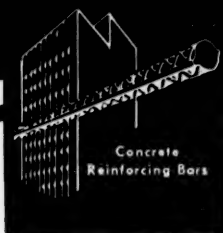
THE real danger to a solution of the tidelands issue lies in what the proponents of state control may fail to do to insure prompt passage of legislation to vest control of these properties in the hands of the states. Ever since the November elections there has been evident in Washington and elsewhere a tendency to consider that the battle is over, and that state control is assured, simply because the party now in power favors it.

Until legislation is enacted and approved by the President, the status of the tidelands is still governed by the Supreme Court's findings that the Federal Government enjoys outright ownership of these properties, as a result of which all royalties paid in by oil companies exploiting the undersea deposits are being held in escrow. For this reason the House and Senate should lose no time in getting to work on a good tidelands bill—no matter how great the pressure of other legislation.

This issue is one of the strongest tests of the Federal Government's attitude toward states' rights.



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(Farm Machinery, etc.)



Concrete
Reinforcing Bars



Merchant Bars
(Bed-Spring Frames,
etc.)

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When your production schedules are tight, specify CONNORS Steel with confidence...



Merchant Bar Stocks
for Warehouses



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Sign Posts



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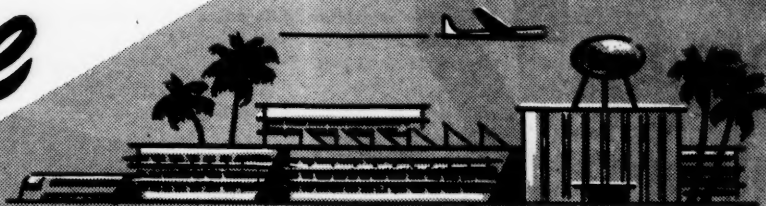


Barrel Hoops—
Tobacco Hoops

CONNORS STEEL COMPANY

DIVISION OF H. K. PORTER COMPANY, INC.
BIRMINGHAM, ALABAMA

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MARCH NINETEEN FIFTY-THREE

Special Storage Problems ?



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Many manufacturers have special storage problems in connection with finished products or materials used in manufacturing processes. Materials of a corrosive or volatile nature make it necessary to provide storage facilities that will prevent contamination or evaporation.

Chicago Bridge & Iron Company is equipped to design, fabricate and erect steel plate structures to solve whatever special storage problems your products or supplies may present. Special construction and exacting specifications offer no obstacles to our experienced engineers, fabricators and erection crews. Our shops have complete equipment for stress relieving and x-raying to meet code requirements. We also have facilities to pickle and paint fabricated steel plates by the Horton phosphoric acid process.

Chicago Bridge & Iron Company builds flat-bottom storage tanks, elevated water tanks, Hortonspheres, Hortonspheroids, Vaporspheres, Horton Floating Roofs and special structures of aluminum or stainless steel. Also carbon steel structures clad with non-corrosive metals or corrosion-resistant linings.

Whatever your storage problems—CB&I is equipped to design, fabricate and erect the structures you need. Further information, estimates or quotations may be had by writing our nearest office. There is no obligation on your part.

The two tanks shown above are made of carbon steel. They are 20 ft. in diam. by 20 ft. high and hold 47,000 gals. each. Both have a 3/16 in. rubber lining and are used to store 32 per cent hydrochloric acid.

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Cleveland 15 2216 Midland Bldg.

Detroit 26 1510 Lafayette Bldg.
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New York 6 3313—165 Broadway Bldg.
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Tulsa 3 1611 Hunt Bldg.

PLANTS IN BIRMINGHAM, CHICAGO, SALT LAKE CITY AND GREENVILLE, PENNSYLVANIA

MANUFACTURERS RECORD

ESTABLISHED 1882

Devoted to the Industrial Development of the South and Southwest



Volume 122

March 1953

Number 3

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MARCH NINETEEN FIFTY-THREE

CUT
DOOR
COSTS
with the
"PLUS"
Features
of
KINNEAR
Rolling
Doors

High Efficiency! Doors
coil overhead, clear the
entire opening.



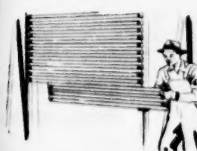
Extra Space! All floor,
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easy, upward action
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For new and expanding industries, we offer five choice tracts suitable for the location of relatively large industries. Each site has sufficient additional space to take care of future expansion and to provide a modern shopping center, together with employee housing.

Taxes, transportation, labor conditions, living conditions, and other factors necessary to successful industry are highly favorable.

TRACT NO. 1

Approximately 1100 acres with one mile frontage on US 41 (Tamiami Trail), Fort Myers, Florida. Also, 5,200 feet of Atlanta Coast Line Railway frontage. This property is now "ripe for development." Fort Myers is the western terminus of the cross-state waterway.

Disposal Price: \$150,000—Terms if desired.

TRACT NO. 2

585 acres located in Baker County, Florida, fronting on Florida State Route No. 23, a distance of 5,870 feet. The subject property is located between MacClenny and Jacksonville, Florida. Elevations, together with the proximity to railways, markets and Jacksonville docking facilities make this property ideal.

Disposal Price: \$60,000—Terms if desired.

TRACT NO. 3

Approximately 220 acres located on main road from Tampa to St. Petersburg. One mile paved highway frontage, 2600 feet fronting on Tampa Bay. The Tampa area offers expanding industries many desirable advantages.

Disposal Price: \$250,000—Terms if desired.

TRACT NO. 4

1900 acres with approximately 2 miles paved street frontage. Subject property is located 8 miles east of downtown Fort Myers and comprises a portion of the former Buckingham Army Air Base. With some additional drainage, this entire tract can be utilized as a site for a major industry.

Disposal Price: \$100,000—Terms if desired.

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Located in St. John's County, Florida near Saint Augustine, Florida. For industries requiring ocean frontage, this tract is ideal. 3700 feet frontage on the Atlantic Ocean and 7000 feet on Highway A1A.

Special Price: \$200,000—Terms if desired.

For additional information or to inspect any of the above tracts, please contact us and we will arrange for an inspection.

JOE L. MOORE & ASSOCIATES owners
CHESTNUT at FOURTH • GADSDEN, ALABAMA
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BUSINESS TRENDS

1953 Looks Like Good Year

Insofar as the year 1953 has until now recorded itself, prospects appear good for continuation of the high level of business activity attained in 1952.

In January and February, output of manufactures and mines showed no decline from the level of late fall 1952, and was running at least 5 per cent higher than for the same period last year.

Construction activity also maintained its established gains over the previous year.

Some weaknesses were apparent in consumer markets.

Retail sales were down from year end levels more than they usually are at this time, and prices displayed drooping tendencies in several directions.

RECORD OF 1952

What has been stated above applies to both South and Nation, and since it is somewhat too early to determine from final figures just how the Nation and the Region stack up thus far in the new year, it might be well to glimpse backward at the general results of the past year.

GROSS NATIONAL PRODUCT

Gross National Product, as tabulated by the U. S. Department of Commerce, was about 5 per cent higher in 1952 than in 1951.

About half of this gain was actual, about half due to the inflationary results of higher prices reached during the year 1952.

LABOR FORCE

Labor supply was a serious problem to a number of industries throughout the past year.

The Armed Forces of the United States absorbed throughout the year the entire growth of the labor force, as was the case also in 1951, and many industries desiring to expand were compelled to rely upon better methods of production or upon establishment of plants in sections of the country where dormant elements of the labor force were in existence.

Due to this latter trend, a large number of outstanding industrial establishments found their way into the South, and augmented the already growing flow of industry to the Region.

CONSUMER PURCHASES

One of the strongest forces contributing in 1952 to the general high level of business was the strength of the Consumer Market.

Personal incomes were rising steadily during the year, and the recipients of the increases were willingly, often eagerly, converting the gains into usable goods and services.

The Consumer Market was strong, and growing, throughout most of the year, and especially strong at year end.

BUSINESS PURCHASES

Business purchase for investment purposes were higher in 1952 than in any previous year, and teaming up with a strong consumer market were an important element in business activity.

GOVERNMENT PURCHASES

The third element in general business activity, consisting of Government Purchases, almost reached its projected peak in 1952, and further increased the instrumentality that created the boom conditions of the year.

OTHER FORCES

Other characteristics of the year 1952 were:

Private Payrolls hit a new high, some \$8 billion higher than 1951.

Business profits declined slightly from the 1951 levels, but still remained at high levels.

Prices were fairly stable throughout the year. Farm products moved generally downward, as did also rubber, hides, textiles, apparel and most chemicals. Prices of a few groups continued upward.

BUSINESS OUTLOOK

Moving forward with output and income undiminished, and with productive capacity continuing to expand at record rates, there can be little doubt but that the next 12 months hold potentiality for turning out as good if not a better record than the year gone by.

(Continued on page 9)

"We 'educated' our College Heating Plant...

**with a modern coal installation we saved
more than a third of our fuel bill,"**

says Mr. James Gribben, Chief Engineer of Bethany College, Bethany, West Virginia.



"Colleges watch operating costs as closely as any business firm—and one big item for our college is the heating bill.

That's exactly why Bethany went to the expense of putting in new coal heating equipment! Our old system supplied heat for sixteen buildings—to the tune of 2,600 tons of coal a year. Our new installation, with its automatic stoker, does the same job using only 1,650 tons. That's a fuel saving of 38.9%! Our eyes certainly have been opened to the efficiency and economy of bituminous coal—especially when it's burned with modern equipment."

Modern combustion installations can add anywhere from 10% to 40% to the energy obtained from the same amount of coal in years gone by. Great advances have been made in coal- and ash-handling equipment, too—cutting labor costs—making coal as clean and convenient to use as any fuel.

If you're planning to modernize your present installation—or thinking of building a new plant, call in a competent consulting engineer. He'll show you how a modern coal system designed to meet your specific needs can save you money and serve you better!

And don't forget—you'll always be able to get the coal you need. America's coal industry is the most efficient in the world. America's coal reserves are ample for centuries to come. Right now and for the future, too, coal users can be assured of a dependable fuel supply at reasonable prices.

BITUMINOUS COAL INSTITUTE

A DEPARTMENT OF NATIONAL COAL ASSOCIATION

Washington, D. C.



Here's Bethany's new boiler room, showing the pipe of the automatic stoker. **THIS MODERN EQUIPMENT WILL PAY FOR ITSELF, THROUGH FUEL SAVINGS ALONE, IN LESS THAN TWO YEARS!**

**If you're running your own steam plant
—for heat or for power—you just
can't afford to ignore these facts!**

COAL in most places is today's most economical fuel.


COAL resources in America are adequate for all needs—for hundreds of years to come.

COAL production in the U.S.A. is highly mechanized and by far the most efficient in the world.

COAL prices will therefore remain the most stable of all fuels.

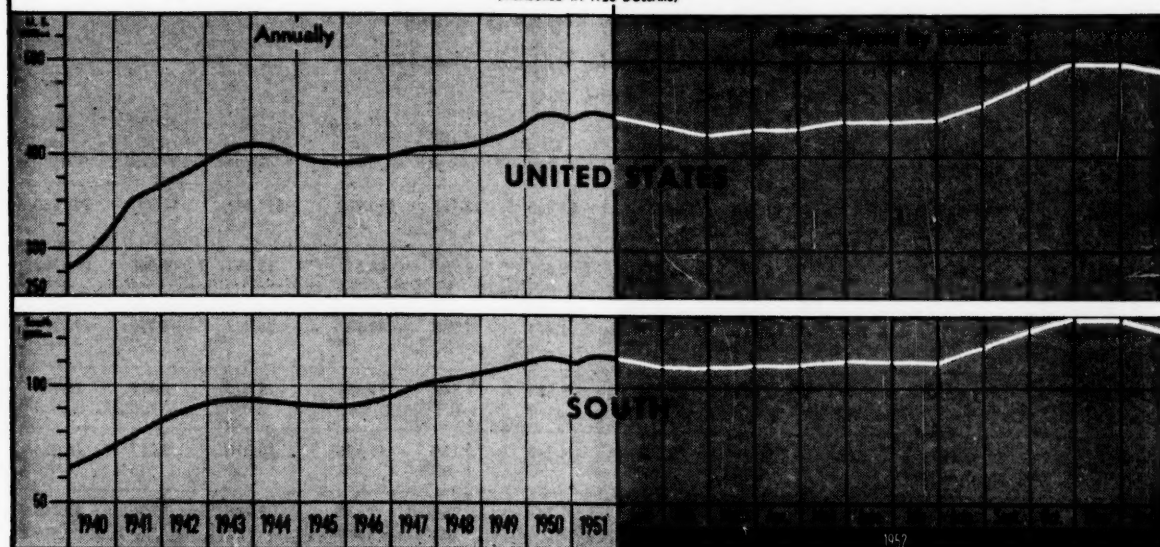
COAL is the safest fuel to store and use.

COAL is the fuel that industry counts on more and more—for with modern combustion and handling equipment, the inherent advantages of well-prepared coal net even bigger savings.

FOR HIGH EFFICIENCY  FOR LOW COST

YOU CAN COUNT ON COAL!

PHYSICAL VOLUME
OF
ALL GOODS TURNED OUT BY PRIVATE ENTERPRISE
(MEASURED IN 1926 DOLLARS)



Regional Indicators

(Continued from page 7)

Farm Marketings (\$ Mil.)

	Dec. 1952	Nov. 1952	Dec. 1951
South	\$ 988	\$1,266	\$1,114
Other States	\$2,067	\$2,268	\$1,983
United States	\$3,055	\$3,528	\$3,097

Construction (\$ Mil.)

	Dec. 1952	Nov. 1952	Dec. 1951
South	\$ 896	\$ 927	\$ 722
Other States	\$1,738	\$1,875	\$1,496
United States	\$2,634	\$2,802	\$2,218

Mineral Output (\$ Mil.)

	Dec. 1952	Nov. 1952	Dec. 1951
South	\$ 572	\$ 571	\$ 555
Other States	\$ 498	\$ 491	\$ 509
United States	\$1,070	\$1,062	\$1,064

Manufacturing (\$ Mil.)

	Dec. 1952	Nov. 1952	Dec. 1951
South	\$ 5,113	\$ 5,070	\$ 4,450
Other States	\$18,101	\$18,086	\$15,731
United States	\$23,214	\$23,156	\$20,181

National Indicators

	Dec. 1952	Nov. 1952	Dec. 1951
Personal Income (\$ Bil.) ...	\$ 279.2	\$ 275.8	\$ 263.4
Ave. Weekly Earnings (Mfg.)	\$ 72.36	\$ 70.78	\$ 67.40
Consumer Credit (\$ Mil.) ..	\$ 23,975	\$ 22,803	\$ 20,644
All Inventories (\$ Mil.)	\$ 74,872	\$ 74,738	\$ 74,059
Mfg. Inventories (\$ Mil.) ..	\$ 43,630	\$ 43,578	\$ 43,039
Trade Inventories (\$ Mil.) ..	\$ 31,242	\$ 31,160	\$ 31,020
Bank Debits (\$ Mil.)	\$153,516	\$115,497	\$129,549

	Dec. 1952	Nov. 1952	Dec. 1951
Ave. Weekly Hours (Mfg.)	41.8	41.2	41.2
Carloadings	2,671	4,001	2,700
Consumer Prices ('35-'39=100) ..	190.7	191.1	189.1
Retail Prices ('35-'39=100)	209.6	210.4	210.8
Wholesale Prices ('47-'49=100) ..	109.6	110.7	113.5
Construction Costs ('47-'49=100) ..	122.5	122.5	117.5
Electric Output (mil. kw. hrs.) ...	42,310	39,351	38,517

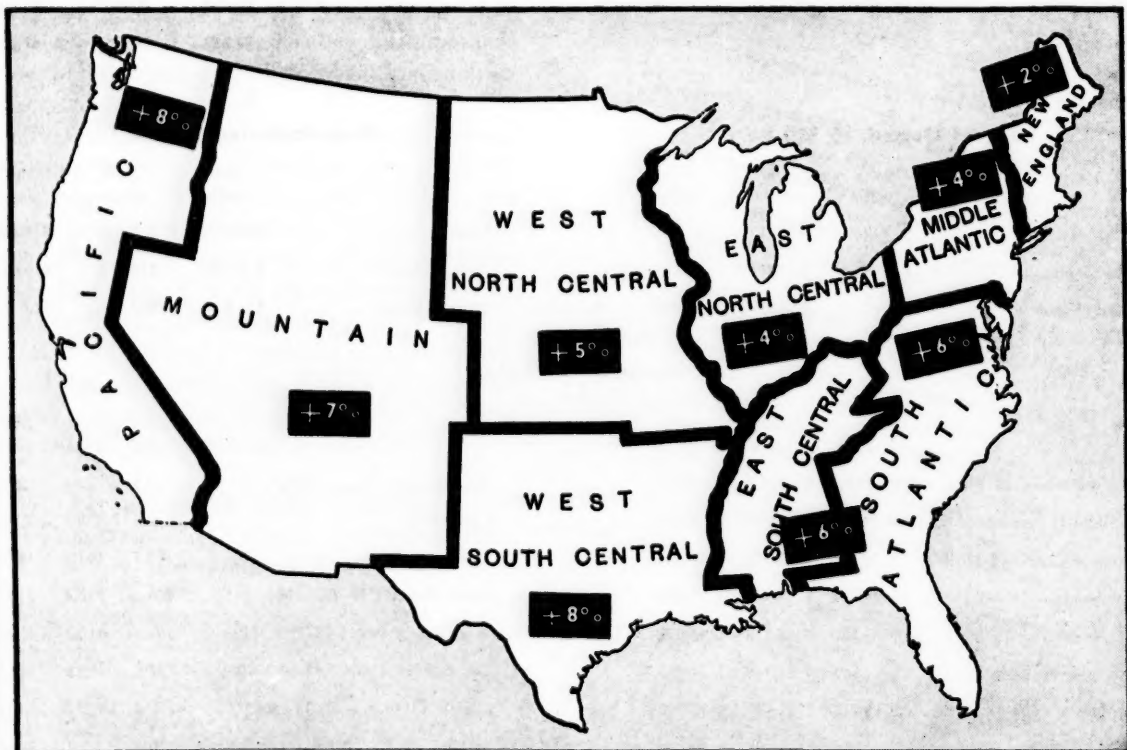
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NATIONAL BUSINESS VOLUME

(Continued from page 9)

Business Volume By Regions (\$ Million)
Year 1952 with gain (or loss) over Year 1951

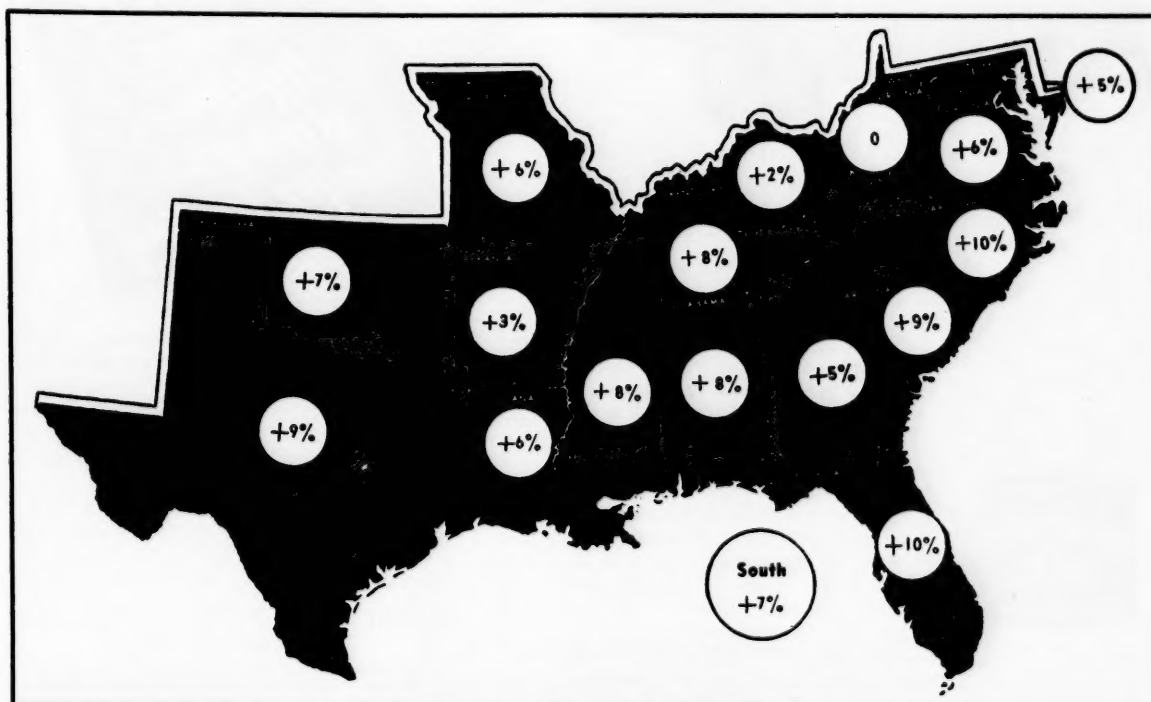
	Farm- ing	Min- ing	Con- struc- tion	Manu- factur- ing	Utili- ties	Fi- nance	Whole- sale Trade	Re- tail Trade	Serv- ice Trade	Busi- ness Volume
New Eng.	\$ 871 +3%	\$ 46 even	\$1,832 +1%	\$18,581 +1%	\$1,860 -3%	\$2,363 +4%	\$10,982 -3%	\$11,023 +8%	\$1,802 +1%	\$49,360 +2%
Mid. Atl.	2,307 -1%	1,276 -12%	6,002 +2%	61,477 +3%	8,611 -4%	9,281 +3%	63,612 +6%	33,151 +6%	9,065 +4%	194,782 +4%
E. N. Cen.	6,417 -2%	1,011 -10%	6,585 +19%	77,616 +3%	7,411 -1%	5,960 +6%	47,787 +2%	36,722 +8%	6,772 +5%	196,281 +4%
W. N. Cen.	8,810 even	943 -2%	2,627 +10%	19,501 +8%	3,582 even	2,549 +2%	24,553 +5%	15,975 +6%	2,418 +3%	80,968 +5%
S. Atl.	4,069 even	1,238 -6%	5,191 +14%	25,252 +4%	4,340 +3%	3,125 +7%	19,306 +8%	20,316 +10%	3,217 +5%	86,054 +6%
E. S. Cen.	2,649 +3%	822 -5%	1,783 +26%	10,085 +4%	1,741 +1%	1,066 +4%	9,378 +8%	8,386 +9%	1,306 +3%	37,216 +6%
W. S. Cen.	4,274 +4%	4,695 +6%	3,342 +7%	15,863 +9%	3,415 +4%	2,193 +12%	14,374 +6%	14,872 +12%	2,361 +4%	65,389 +8%
Mount.	2,504 +1%	1,436 +6%	1,309 +1%	4,074 +9%	1,478 +1%	720 +7%	4,859 +7%	5,688 +9%	973 +9%	23,041 +7%
Pacif.	3,995 +10%	1,238 -2%	3,654 +1%	23,282 +10%	3,807 +3%	3,254 +6%	19,946 +11%	17,339 +9%	4,026 +3%	80,541 +8%
U. S.	35,896 +1%	12,705 even	32,325 +9%	255,731 +4%	36,255 +1%	30,511 +5%	214,797 +5%	163,472 +8%	31,940 +4%	813,632 +5%



SOUTHERN BUSINESS VOLUME

Business Volume by States (\$ Million)
Year 1952 with gain (or loss) over Year 1951

	Farm- ing	Min- ing	Con- struc- tion	Manu- factur- ing	Utili- ties	Fi- nance	Whole- sale Trade	Re- tail Trade	Serv- ice Trade	Busi- ness Volume
Ala.	\$ 580 +5%	\$ 135 -14%	\$ 479 -28%	\$2,861 +5%	\$ 482 +7%	\$ 312 +10%	\$1,869 +11%	\$2,069 +9%	\$ 337 +4%	\$9,124 +8%
Ark.	713 +9%	120 -5%	258 -8%	911 +3%	270 even	127 even	913 +2%	1,351 +6%	182 +5%	4,845 +3%
D. C.	— even	1 even	269 -14%	236 +4%	281 +10%	370 even	1,649 +14%	1,759 +4%	332 +7%	4,897 +6%
Fla.	493 even	71 even	876 +12%	1,277 +15%	626 +7%	525 +7%	2,611 +9%	3,291 +13%	516 +9%	10,286 +10%
Ga.	802 +1%	34 even	580 -2%	3,917 +5%	621 +3%	453 +14%	3,553 +1%	2,727 +10%	517 +10%	13,204 +5%
Ky.	688 -7%	480 -4%	453 +23%	2,887 +1%	511 even	246 even	2,272 +2%	2,247 +4%	349 +6%	10,133 +2%
La.	488 +10%	785 +11%	621 +25%	3,017 +10%	728 +5%	347 +9%	2,191 -8%	2,318 +13%	323 even	10,818 +6%
Md.	288 -2%	17 +13%	702 +5%	3,983 +4%	632 even	516 +5%	2,745 +5%	2,740 +9%	432 +1%	12,055 +5%
Miss.	732 +9%	134 +5%	242 +15%	1,061 +10%	221 even	122 even	1,155 +12%	1,269 +8%	178 +6%	5,114 +8%
Mo.	1,212 -7%	108 +11%	767 +20%	5,958 +8%	1,115 even	874 +2%	8,334 +6%	4,494 +8%	869 +3%	23,731 +6%
N. C.	1,097 +1%	23 +15%	991 +39%	6,426 +4%	613 +2%	388 +9%	3,700 +18%	3,060 +13%	479 +3%	16,777 +10%
Okla.	782 +15%	571 even	396 even	1,709 +10%	428 even	299 +4%	1,931 +6%	2,074 +8%	367 +5%	8,557 +7%
S. C.	472 even	12 +9%	687 +63%	2,743 +3%	241 +4%	168 +20%	1,160 +12%	1,703 +8%	218 +6%	7,404 +9%
Tenn.	649 +7%	73 -8%	609 +17%	3,276 +6%	527 +2%	386 +2%	4,082 +8%	2,801 +14%	442 even	12,845 +8%
Tex.	2,291 -1%	3,219 +7%	2,067 +7%	10,226 +9%	1,989 +5%	1,420 +16%	9,339 +10%	9,129 +14%	1,489 +5%	41,169 +9%
Va.	617 -4%	142 -4%	718 even	4,323 +4%	744 +5%	450 +3%	2,321 +6%	3,007 +13%	453 +4%	12,775 +6%
W. Va.	192 +3%	937 -8%	217 even	1,769 -1%	462 even	160 +2%	1,087 +2%	1,593 +4%	220 even	6,637 even
South	12,096 +1%	6,862 +2%	10,932 +14%	56,580 +6%	10,491 +3%	7,163 +7%	50,912 +7%	47,632 +10%	7,703 +4%	210,371 +7%



They Haul Oil, Machinery and Ice Cream

*Yet They have
One Advantage
in Common*



It would be hard to select three vehicles that vary more in design and purpose than these. But dissimilar as they are, they all share one important feature—each is built with low-alloy, high-strength Mayari R.

There seems to be no limit on the types of trucks, trailers and other highway vehicles that can be built better with this versatile steel. In some instances vehicle designers are interested primarily in increasing strength; in some they are interested solely in reducing deadweight without sacrificing strength; in others they aim at a middle course by combining a moderate increase in strength with a corresponding reduction in deadweight. Engineers have their choice when they work with Mayari R.

Another thing that can be counted on with this steel is increased resistance to atmospheric corrosion. Mayari R will resist corrosion damage 5 to 6 times longer than plain carbon steel of equal gage. It will also retain paint up to 80 pct longer, depending upon the composition of the paint used.

Get more information on Mayari R. Take advantage of its properties to improve your present designs. Our Catalog 259 will explain Mayari R features and applications in detail.

**BETHLEHEM STEEL COMPANY
BETHLEHEM, PA.**

On the Pacific Coast Bethlehem products are sold by
Bethlehem Pacific Coast Steel Corporation. Export
Distributor: Bethlehem Steel Export Corporation

NEW AND EXPANDING PLANTS

COMPILED FROM REPORTS PUBLISHED IN THE DAILY CONSTRUCTION BULLETIN

ALABAMA

Board of Directors, Alabama Power Co., Birmingham, approved a construction budget over \$39,000,000 for 1953; also plans expenditures of \$63,000,000 for operating and maintenance expenses, taxes, bond interest and dividends, making a total in excess of \$102,000,000 to be spent during the current year; construction budget includes nearly \$25,000,000 for generating facilities and necessary transmission line connections now under construction near Mobile (Barry Steam Plant) and for the beginning of a third major steam plant at Gorgas in Walker County; in addition improvements are contemplated at many locations.

BIRMINGHAM—Lamson & Sessions Co., 3103 27th Ave., N., received bids for \$70,000 office building, Van Keuren Davis & Co., 3004 Seventh Ave., S., Architects.

BIRMINGHAM—Metal Plate Co., 757 N. 44th St., let contract for \$28,240 to D. & B. Fabricating Co. for prefabricated plant building.

BIRMINGHAM—U. S. Pipe & Foundry Co. (Sloss-Sheffield Division) plans office building addition, 3330 First Ave., N., Van Keuren Davis & Co., 3004 Seventh Ave., S., Architects.

DECATUR—Coca-Cola Bottling Co. to receive bids for bottling plant, Horace Weaver & Co., 202½ Second Ave., Architects.

GUN—Town selected Lawrence S. Whitten, Brown-Marx Building, Birmingham, as Archt. for textile plant to be leased to Marion Mills, Inc.

MONTEVALLO—Westinghouse Electric Corp., Pittsburgh, Pa., plans \$3,000,000 electrode manufacturing plant, Warren, Knight & Davis, Protective Life Bldg., Birmingham Architects.

STEVENSON—North Alabama Electric Co. operative received bids for Headquarters Building.

TUSCALOOSA—M. T. Ormond let contract to Brice Building Co., P. O. Box 1028, Birmingham, at \$50,456 for Post Office substation, Don B. Schuyler, Archt.

ARKANSAS

EL DORADO—Lion Oil Co. has DPA approval for addition production facilities at refinery.

HELENA—Pekin Wood Products Co., sub-sid. of Chrysler Corp., will convert part of wood products operation to producing components for auto headers and defrosters.

JONES MILLS—General Motors Corp., Fabricast Division, plans \$3,500,000 plant.

NEWPORT—International Glass Corp., Los Angeles, Calif., acquired plant and equipment of Perrault Glass Fiber Corp.

NEWPORT—Standard Rolling Mills, Inc., granted certificate of necessity for \$836,456 for facilities to produce aluminum foil.

FLORIDA

CORAL GABLES—Milhuf Corp., 4525 Ponce de Leon Blvd., plan warehouse, 290 Granello Ave.

DADE COUNTY—Associated Furniture & Refinishing Co. plans warehouse.

DADE COUNTY—Benner Box Co., 2930 N. W. 39th Ave., Miami, let contract to Lyle Roberts, Inc., 4033 Ponce De Leon Blvd., Coral Gables, for plant addition, Leroy K. Albert, 251 Alhambra Circle, Coral Gables, Archt.

DADE COUNTY—Dade Liquor Co., Inc., 1334 N. Miami Ave., Miami, plans warehouse.

DADE COUNTY—Lumber Sales, Inc., let contract to Witters Construction Co., 1297 S. E. 10th Court, Hialeah, for \$30,000 addition to warehouse, 3650 N. W. 95th St. Carl H. Blohm, 1258 S. W. 3rd St., Miami, Archt.

DADE COUNTY—The Schlitz Brewing Co., Milwaukee, Wis., received bids for office and warehouse, S. W. cor. N. W. 35th Court & 58th St. Elmeyer, Grellinger & Rose, Milwaukee, Wis., Architects.

DADE COUNTY—Sidney Yospe awarded contract to Mack Construction Co., 6462 S. W. 8th St., Miami, for \$28,875 factory and office building, 2801 N. W. 35th St. Harry C. Schwabke, Sr., 95 S. W. 49th Ave., Miami, Archt.

HIALEAH—Appliance Warehouse Corp., 3747 N. W. 52nd St., plans warehouse addition.

HIALEAH—Hialeah Race Course, Inc., Sam H. McCormick, Sec., let contract to John B. Orr, Inc., 485 N. W. 54th St. Miami, for \$2,000,000 clubhouse, Hialeah Race Track, Lester W. Gelsler, Boggy Creek Road, Kissimmee, Archt.

HIALEAH—Joe Lipsky, Pan American Terminals, 554 N. W. 37th Ave., to construct three manufacturing buildings, 5700 N. W. 36th Ave., at \$60,900.

HIALEAH—M.S.B. Corp. let contract to Star Construction Co., 1440 N. W. 21st St., Miami, for warehouse.

HIALEAH—3691 N. W. 52nd St. Corporation, let contract to Republic Builders, 2904 Biscayne Blvd., Miami, for \$28,000 manufacturing building, 3691 N. W. 52nd St. Maurice S. Weintraub, 235 Lincoln Road, Miami Beach, Archt.

MIAMI—Florida Power & Light Co., 25 S. E. 2nd Ave., let contract to F & C Construction Co., 1205 Congress Bldg., at \$200,000 for remodeling building 400 S. E. 2nd Ave. Robert Law Weed & Associates, 550 Brickell Ave., Architects.

New and Expanding Plants

Reported in February 1953

153

Total for

First Two Months of 1953

306

First Two Months of 1952

267

MIAMI—National Brands, Inc., 690 N. W. 13th St., plans addition to maintenance building.

MIAMI—Tobey Riggs, 501 N. W. 36th St., plans addition and alteration to auto sales lot, Alexander Lewis, 1101 Lincoln Road Bldg., Miami Beach, Archt.

MIAMI—Seven-Up Bottling Co., 1655 N. Miami Ave., receiving bids for bottling plant and warehouse.

MIAMI—Hobart T. Wensley, 728 N. W. 2nd St., plans \$30,000 storage building, 3275 S. W. 37th Court, Lester Avery, 1521 S. W. 1st St., Archt.

GEORGIA

ATLANTA—American Bakeries Co., C. S. Broeman, Pres., plans \$35,000,000 merger with Purity Bakeries Corp., L. A. Cushman, Pres., Chicago, Ill.

ATLANTA—Atlantic Transit Co. received bid of \$375,750 from Archer Bros., 734 Blvd. N. E. for Willoughby Way Garages, Abreu & Robeson, Inc., 141 Walton St., N. W., Atlanta, Ga., Architects.

ATLANTA—Seaboard Air Line Railroad let contract to Flagler Co., 305 Techwood Drive, N. W., Atlanta, for remodeling Seaboard Locomotive Shops, Howell Shops.

EAST POINT—Ralston-Purina Co. received bid from Griffin Construction Co., 25 Third St., N. E., Atlanta, at \$57,467 for office and warehouse, Summer, Locatelli & Co., 12 Third St., N. E., Atlanta, Architects.

MACON—The Strietmann Biscuit Co., Mariemont, Cincinnati, Ohio, let contract to Rust Engineering Co., Exchange Bldg., Birmingham, Ala., for design and construction of new plant.

SAVANNAH—Savannah Electric & Power Co. plans \$16,000,000 expansion program.

LOUISIANA

Texas Pipe Line Co. let contract to Panama Williams Co., 1418 Melrose Bldg., Houston, Tex., for proposed Evangeline products pipe line system.

BATON ROUGE—Herrin Transfer & Warehouse Co. let contract to E. O. Furr Construction Co., 718 Edwards St., Shreveport, for \$30,000 warehouse, 4821 Laurel St.

BATON ROUGE—Texas Company has DPA approval for pipeline terminal, \$325,000.

EUNICE—Eunice Motor Co. plans addition, H. J. Lagroue, Jr., D. H. Castille Bldg., Lafayette, Archt.

LAFOURCHE PARISH—Freepot Sulphur Co., Langbourne M. Williams, Jr., Pres., New York, N. Y., plans developing new sulphur mine.

LAKES CHARLES—Lakes Charles American Press Newspaper, plans \$250,000 newspaper building, Donald Goss, 707 McBurnett Bldg., San Angelo, Archt.

LOCKPORT—Valentine Pulp & Paper Co., New Orleans, organized by Valite Corp., New Orleans, and Brown & Root, Inc., Houston, Tex. applied for certificate of necessity to build \$2,633,000 mill.

MONROE—United Gas Corporation let contract to Dye & Millings, Inc., P. O. Drawer 112, Columbia, Miss., at \$458,433 for new distribution plant and facilities, Smith & Padgett, 512-16 Ouachita National Bank Bldg., Monroe, La., Architects.

NEW ORLEANS—Consolidated Companies, Inc., V. J. Kurzwig, 727 S. Cortez St., plans warehouse, St. Ferdinand, Urquhart, Marais & Press Sits.

NEW ORLEANS—Ingram Products Co. plans \$4,000,000 petroleum refinery.

NEW ORLEANS—Magnet Cove Barium Corp., Houston, Tex., granted \$423,500 certificate of necessity for new plant.

NEW ORLEANS—National Cash Register Co. let contract to B. & Q. Construction Co., Inc., 511 N. Villere St., at \$189,869 for 3-story building, Canal St. near S. Derbigny St. Herbert A. Benson & George J. Riehl, 1048 National Bank of Commerce Bldg., Architects.

NEW ORLEANS—New Orleans Union Passenger Terminal Committee, 501 Loyola Avenue, received bids for new interlocking tower building at intersection of Woodlawn Place and Monroe Ave.

NEW ORLEANS—Verbena Bakery, 2678 Verbena Ave., received bid from Melburn Landeche, 4265 Third St. for 2-story addition.

PORT SULPHUR—Freepot Sulphur Co. let contract at \$343,463 to Lionel P. Favret, New Orleans, for 2-story and basement office building; Mayer Godchaux, P. O. Box 1687, New Orleans, at \$44,275 for air conditioning, Wogan & Bernard, Pere Marquette Bldg., New Orleans, Architects.

SHREVEPORT—Southern Bell Telephone & Telegraph Co., Atlanta, Ga., let contract at \$250,000 to Barge-Thompson Co., 136 N. Ellis St., N. E., Atlanta, for Dial Central Office Bldg. on Greenwood Road & San Jacinto St.

MARYLAND

Board of Directors of Chesapeake & Potomac Telephone Co., Baltimore, plans \$1,296,000 improvements and expansion throughout state.

BALTIMORE—American Can Co., 100 Park Ave., New York, N. Y., plans \$100,000 lithographing building and stack, 2535 Hudson St.

BALTIMORE—Associated Cannery Co., 101A E. 22nd St., let \$40,000 contract to Anchor Construction Corp., 6 W. 23rd St., for manufacturing and repair shop, 1011 Curtin Ave.

BALTIMORE—The Baltimore and Ohio R.R. Co. received bids under contract No. 3582 covering pipe, steel bars, plates, black HR and CR sheets, spikes, tubes, bolts, nuts, rivets and pig iron.

BALTIMORE—Baltimore Transit Co., 1515 Washington Blvd., let \$38,000 contract to George Knechtel, 1515 Washington Blvd., for storage building and office, 3718-3800 W. Belvedere Ave.

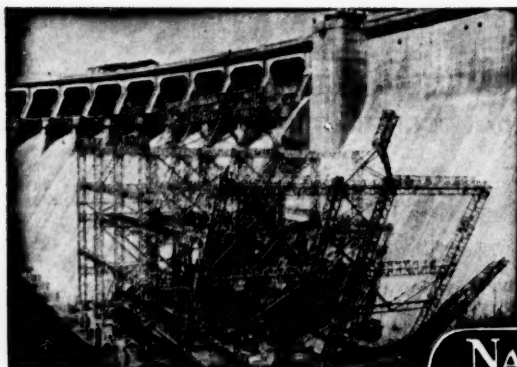
BALTIMORE—Bethlehem Steel Co., Sparrows Point, let \$180,000 contract to Morrow Brothers, 2315 N. Charles St. for bar warehouse, office alterations, 1036 Patapasco Ave.

BALTIMORE—Chesapeake Marine Railway, Baltimore Lumber Co., and Continental Can Co., propose storage pier.

BALTIMORE—City Chevrolet Co., 101 W. Mt. Royal Ave., let contract to Cummins-Hart Construction Co., 318 Wyndhurst Ave., for \$125,000 alterations to building 2515 N. Howard St.

BALTIMORE—Ellicott Machine Corp. forming wholly-owned subsidiary, known as Novelty Steam Boiler Works, Inc. New subsidiary will acquire plant and assets of present Novelty Steam Boiler Works, Clare & Klonan Sts., Westport.

(Continued on page 14)



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NEW AND EXPANDING PLANTS

(Continued from page 13)

BALTIMORE—Exeter Glass Works, Frank Scherer, 20 S. Exeter St., new plant, 1407-13 E. Fayette St.

BALTIMORE—Locke Department of General Electric Co. plans \$180,000 storage building, 2501 S. Charles St.

BALTIMORE—Maryland Jockey Club, 5201 Park Heights Ave., \$50,000 clubhouse alterations. Fisher, Williams, Nes & Campbell, 1020 St. Paul St., Archts.

BALTIMORE—Maryland Parking Garage Corp. submitted proposal to Off-Street Parking Commission, George E. Finck, Chief Engr., for garage rear of Lyric Theater, cor. Maryland Ave. & Oliver St.

BALTIMORE—William Schluderberg-T. J. Kurlie Co., Wm. F. Schluderberg, Pres., 3800 E. Baltimore St., appropriated \$1,500,000 for expansion & new buildings.

BALTIMORE—Thompson Wire Co., Boston, Mass., let contract to Davis Construction Co., 320 W. 24th St., at \$400,000 for wire plant, North Point Road near Wise Ave.

BETHESDA—Bowen & Co., Inc., 4708 Bethesda Ave., plan \$100,000 factory. Hudson & Ingram, Hanover, New Hampshire, Archts.

CURTIS BAY—Bethlehem Steel Co. let contract to Morrow Brothers, Inc., 2315 N. Charles St., Baltimore, for warehouse and office alterations and additions, 1030 Patapsco Ave.

FRANKLINVILLE—Belco Corp., I. R. Kolman, Pres., 1101 Brunswick St., Baltimore, planning alterations and improvements to building on Jerico Road.

HAGERSTOWN—L'Aligon Apparel, Inc., Philadelphia, Pa., leased new building now under construction.

LAUREL—Laurel Race Track, John D. Schapiro, Pres., broke ground for new \$2,500,000 clubhouse and turf club.

MIDDLE RIVER—Glenn L. Martin Co. received bid from Consolidated Engineering Co., 20 E. Franklin St., Baltimore, for heat treat room, Plant 2, Bldg. AA.

MIDDLE RIVER—The Glen L. Martin Co. received bids for paint hangar addition, Plant No. 2.

MIDDLE RIVER—Glen L. Martin Co. received bids for waste treatment system, Plant 2, Bldg. AA.

TALBOT COUNTY—American Oil Co. plans refinery on 1,000 acres.

MISSISSIPPI

DEKALB—Southern Natural Gas Co. plans \$230,000 bond election for distribution system.

FULTON—Southern Wood Products Co., Henry C. Yawn, Mgr. Maben, plans new box factory.

GULFPORT—Mississippi Aluminum Corp., subsid. of Sherman Mason Co. of St. Mary's, Ohio, plans \$1,500,000 plant.

MCCOMB—McComb Manufacturing Co. to build \$100,000 addition.

OCEAN SPRINGS—Ferson Optical Co. granted certificate of necessity of \$100,000 for production of precision optics for military use.

FORT GIBSON—Town, Frank C. Englesing, Mayor, received NPA approval for material priority for new factory for American Paper Tube Co. Will soon advertise for bids on sale of \$400,000 bond issue. John L. Turner, Medical Bldg., Jackson, Archt.

TISHOMINGO—Blue Bell Garment Manufacturing Co., Tupelo, plans, \$100,000 branch plant.

YAZOO CITY—Board of Supervisors received bids for mechanical facilities for Mississippi Chemical Corp.

YAZOO CITY—Board of Supervisors of Yazoo County let \$57,200 contract to J. V. Dukes, RFD 3, Magee, for one-story addition and alterations to administration building at Mississippi Chemical Corp.

MISSOURI

KANSAS CITY—Wilson Athletic Goods Manufacturing Co. plans \$500,000 plant.

ST. LOUIS—LaSalle Building Co., 509 Olive St., let contract to Jones-Kissner Construction Co., 706 Chestnut St., for office building and alterations. Syl. G. Schmidt & Assoc., Railway Exchange Bldg., Archt.

NORTH CAROLINA

ENKA—American Enka Corp., J. E. Bassill, Pres., new plant, estimated cost \$2,000,000.

GREENSBORO—North State Chevrolet Co.

received low bid from J. S. Ferree at \$282,088 for sales and garage building. J. Burton Wilder, Archt.

HAMLET—Carolina Power & Light Co. receiving bids for building alterations. F. Carter Williams, Raleigh, N. C., Archt.

HIGH POINT—Wood Conversion Co., D. E. Dahle, St. Paul, Minn., plans establishment of \$50,000 plant Ward St. & Central Ave.

LEXINGTON—Mayor & Board of Commissioners will receive bids March 15 for natural gas system.

MONROE—Monroe Coca-Cola Bottling Co., W. Harvey Morrison, Sec'y., received bids for building.

MOREHEAD CITY—Southern Engineering Co., 1000 Crescent Ave., N. E., Atlanta, Ga., Archts-Engrs. received bids for REA Headquarters Building.

REIDSVILLE—Burlington Mills, John Harden, Vice Pres., Greensboro, let contract to Heenan Holt, Graham, for addition to manufacturing and warehousing facilities of present building.

WILMINGTON—Babcock & Wilcox Co., C. H. Gay, Vice-Pres., plans \$2,000,000 industrial plant.

OKLAHOMA

TULSA—Oklahoma Natural Gas Co. plans \$2,250,000 pipeline from Sapulpa to a point near Pryor, Okla.

SOUTH CAROLINA

ANDERSON—Bell Telephone & Telegraph Co., new building; work under way by Barge-Thompson Co., Atlanta, Ga., Armistead & Saggus, Atlanta, Archts.

CHARLESTON—North Charleston Terminal Co. plans doubling capacity of classification yards for use by A.C.L., Seaboard and Southern R.R. lines.

TENNESSEE

CELINA—Clay County Court will construct \$100,000 factory building for Oshkosh B'Gosh, Inc., Oshkosh, Wis.

CHATTANOOGA—Cavalier Corp. plans \$250,000 plant.

(Continued on page 58)

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duction from farms and factories.

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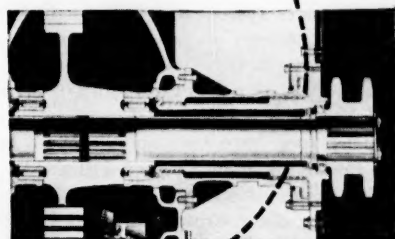


Tough service calls for

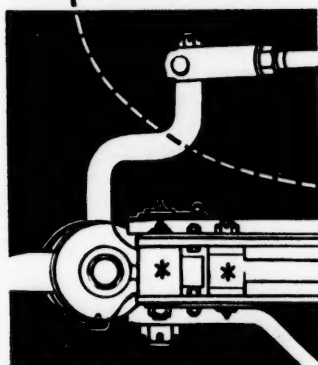
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Print showing double reverse bend formed in Adams Grader steering arm made of Republic Alloy Steel.

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LITTLE GRAINS OF SAND

*"Little drops of water, little grains of sand,
Make the mighty ocean, and the pleasant land."*

A Weapon of Destruction. Our present Federal tax structure, exemplified by the steeply progressive personal income tax, the capital gains tax and the excess profits tax has, over the years, been tortured into a weapon of destruction designed to throttle the American business system and to substitute socialism in its place. American socialists, operating under various names, have labored with considerable success to imitate the punitive taxation which is wrecking England and France and has forced those unfortunate nations, step by step, into nationalization of industry and to the impoverishment of their citizens.

The result of our tax setup has been, primarily, to prevent or deter capital formation and so to force us to accept the principle of state ownership of industry. Socialistic influences have, of course, been on the wane for some time and we are fortunately approaching the point where a sweeping overhaul of the tax structure will be politically possible. We are fortunate, too, in that the dynamic qualities of our business system have been such as to permit considerable capital formation in spite of numerous hindrances.

Unnecessarily Burdensome. The flow of receipts into the Federal Treasury is being greatly distorted by the Mills plan. This plan requires corporations to pay their income taxes to an increasing extent within the first half of the ensuing year. By 1955, all income taxes due will have to be paid in the first half under this plan.

Federal income taxes payable are the largest item among current liabilities of corporations, other than wages and accounts payable. They exceed \$20 billion for all business corporations. Acceleration of the dates of payment for such large sums by six months affects the working capital position of many concerns unfavorably. The Mills plan does so little for the Treasury and is proving so burdensome to some businesses, that Congress should abandon without delay this ill-considered change in the timing of paying corporate income taxes.

An Historic Fact. That which many erroneously refer to as the Roosevelt revolution was, in fact, a counter-revolution, seeking to overthrow and nullify the aims and achievements of the American revolution, which had its start 175 years or so ago. And that which is termed the 1952 counter-revolution is in fact only the partial elimination and defeat of that reactionary movement. Although the revolution which started here so long ago may seem to us to be an event in past history, it is still going on and is still in its infancy so far as most of the world is concerned.

The American revolution has as its ideal, so far as can be stated in a few words, freedom from government, with all that this implies in the way of individualism. Roosevelt's falsely-styled "liberals" were in fact reactionary counter-revolutionists working to return the free citizen to the authority of the state, to the regimentation of the bureaucrats. Its purpose was to make the individual subservient to the state, instead of the state to the individual; in other words, to go back to the governmental tyranny of the 18th century.

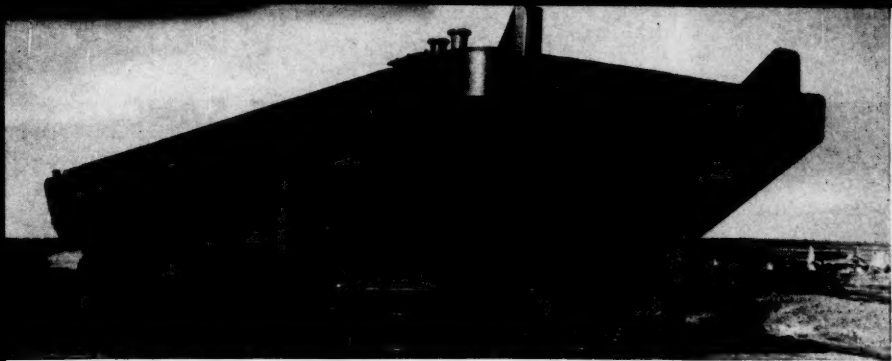
In our daily lives, we all practice the art of economics. Everyone tries to satisfy his desires as completely and easily as possible. That is all that's meant by "economics."

The American Tradition. Colonial administration in this world has not been, nor is it now, in all cases a model of international deportment, although its crimes have been exaggerated and its advantages very often lost sight of. But if it were as bad as sometimes painted, it is scarcely a feasible alternative to replace

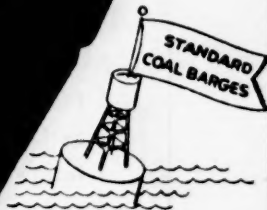
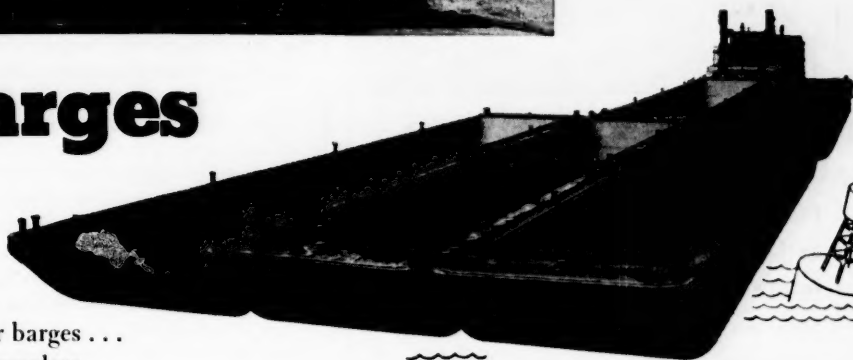
it with the demagogue who can shout "democracy" the most persuasively. If the French administration of Tunisia is faulty, it does not follow that an administration by the Bey of Tunis would be better.

Americans certainly have a tendency to identify anything that can be called a revolutionary movement with the events of the 1770's. The very word "revolution" is likely to win their sympathies to the extent that they forget to inquire what the revolution is about and what it expects to achieve.

(Continued on page 20)

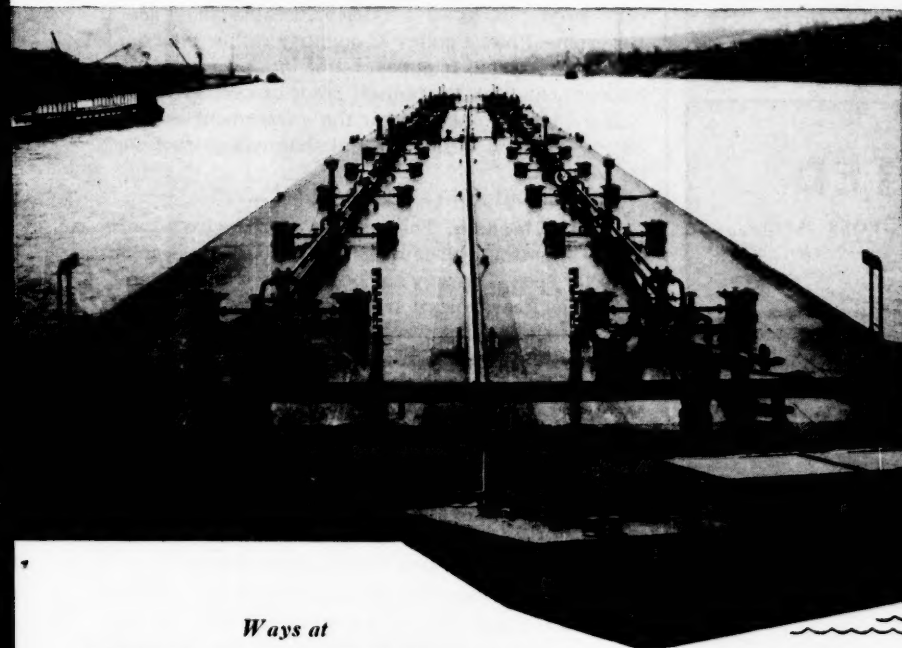


For Barges



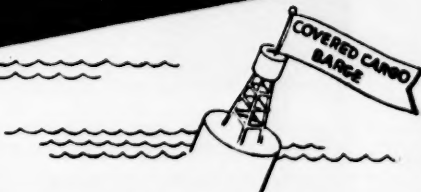
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LITTLE GRAINS OF SAND

(Continued from page 18)

Law and order and the protection of property rights are the American tradition.

Inviting Socialism. Strikes not only damage the public, but the increase in the dollar wages obtained by the strikes only benefit that segment gaining the wage through the strike, at the expense of other segments.

Is it not obvious that strikes by union monopoly are not for the purpose of really helping the honest worker to better his wages, but to keep the dollar wage scale in different segments out of balance, and thus make it ostensibly appear that unionism is absolutely essential in all labor segments, in order to justify the existence of the jobs and the power afforded the union bosses?

When unionism can force industry through union power to maintain the same dollar price for its products, notwithstanding higher dollar wages paid labor without increased production, competitive free enterprise goes out the window and socialism comes in.

Birds of a Feather. The complaint was often heard, during recent Administrations, that the Federal Government could not afford high grade executives. Many considered this to be a fallacy, because the Federal Government had a policy of quantity rather than quality on its payroll. It appears now, however, that government can have the highest grade of executives, that it is a question not of what the government can pay, but of the kind of government that will attract such individuals.

House Cleaning. The next few months give promise of the greatest overhauling the Federal government has ever seen. The way has been cleared by the extension of the Reorganization Act of 1949, giving President Eisenhower broad powers to shift agencies and functions subject to disapproval by a constitutional majority in either house of Congress. The intent to reorganize has been clearly expressed by the President in his Executive Order giving official status to the so-called Rockefeller Committee, which has been studying reorganization proposals since December. It is highly significant that the extension of the Reorganization Act was the first major legislation to pass Congress; and the Executive Order was the President's first.

A prime candidate for streamlining is the vast Federal Security Agency's empire, which has built up huge liabilities for the taxpayer and which has infiltrated the domains of state and local governments. Another is the Veterans Administration, which could render better service to veterans at less cost if its own house is put in order.

Great Oaks from Little Acorns. Pensions today are big business. The small weekly payroll deductions or percentage of salary contribution has put some \$16

(Continued on page 22)

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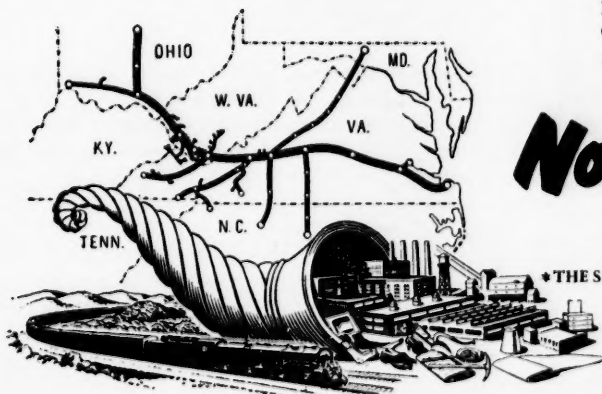
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It's easy to tell you about the general industrial advantages of *The Land of Plenty** — but to show you exactly what there is here for you, our plant location specialists need specific information on your requirements. And they will give you the specific information you need. Get in touch with them — write, wire or call The Industrial and Agricultural Dept., Drawer MR-601, or Telephone 4-1451 — Extension 474, Norfolk and Western Railway, Roanoke, Virginia.

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LITTLE GRAINS OF SAND

(Continued from page 20)

billion into the old age and survivors insurance fund, about \$8 billion into other Federal Government funds and over \$12 billion into private industry funds.

The dynamic pension movement has raised many problems which require an early answer. Pensions are recognized as an integral part of our present economic society, which is all the more reason why we should stop, look and evaluate now, correcting the confusion that currently exists and setting a course which will avoid grief in the future. Such a study should be more than a social review. It should also inquire into the problem of pension fund accumulation and the impact of these capital pools on the economy.

Let's Be Practical. If we are looking for allies and aid to prevent Russian expansion, is it our business to inquire into the internal affairs of those allies or to try to dictate to them what form of government we think they ought to live under? Or to demand that this or that territorial claim be settled or renounced?

Too often, when we go about aiding people, our purpose has seemed to be to make them over in our image. We forget that no matter how hard we try, the likeness is never just the same and seldom what we expected. Customs, traits and even governments are not the same over the globe, and what is good and desirable for one people is not necessarily good and desirable for another. Not to realize this is to be more unrealistic in our foreign policy than we can afford to be.

Useless and Extravagant. A bipartisan move to liquidate the vast RFC empire has begun with introduction of a bill by Sen. Harry F. Byrd, co-sponsored by three Republican Senators. Under this new bill introduced Feb. 13, liquidation of RFC by the Secretary of the Treasury would begin next Jan. 1. Net proceeds from the liquidation would be applied exclusively to the national debt. RFC now employs more than 2,000 people and has outstanding loans totaling upwards to \$700 million. Sponsors of the bill are relying heavily on testimony of such witnesses as Herbert Hoover, Gov. James F. Byrnes of South Carolina, and three former RFC chairmen: Eugene Meyer, Jesse Jones and Emil Schram. All agree that the agency should be liquidated. Such liquidation would save the taxpayers almost \$15 million a year.

It Pays to Advertise. The old slogan has been given new and precise meaning by the Florida State Advertising Commission, which recently conducted an extensive survey to see what advertising has done for its tourist trade. Results were eye-opening.

According to the Commission's findings, each advertising dollar spent by the state in 1951-52 added \$6.36 to its own tax revenues, and no less than \$120 to the income of Florida businessmen. Incidental information gleaned from the survey: visitors to the state stayed an average of 17 days and spent about \$165 apiece. In all, Florida had 385,000 visitors and a tourist income of over \$63 million in 1952.

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"WELCOME" is an essential ingredient in a new industrial location—that kind of welcome that makes itself known by the tone of the voice, the sparkle of the eye and the warmth of a handclasp. This friendly *attitude* of welcome has been experienced by many locating in Alabama.

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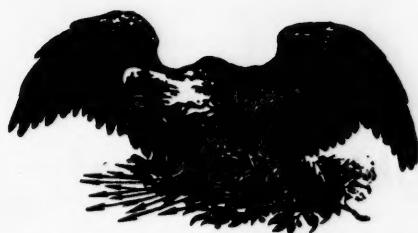
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"What Enriches the South Enriches the Nation"

"Taking The Cure"

(A GUEST EDITORIAL by THURMAN SENSING
of the Southern States Industrial Council)

There apparently are those—perhaps in great number—who think this nation of ours can get back on a sound economy without causing anyone any inconvenience.

Such an attitude is entirely unrealistic. When one is suffering from a cancerous disease, he must be operated upon to get well—but the operation itself is painful. When one is suffering from the dope habit, he must "take the cure" in order to get over it—but the cure isn't pleasant.

So it is with the financial jag we have been on for the last twenty years. We now have an administration which is apparently trying to effect a cure for our economic ills—a cure that we must have if we are to regain a sound economy—but there are some who are already hollering about the taste of the medicine.

As the medicine is dosed out to others, we shall no doubt hear more hollering. We may even reach a point where there are more people hollering than not hollering—or at least where those who are hollering are doing so in such an organized, effective manner that we shall abandon the use of the medicine and go back to our state of chronic economic illness. Should such be the case, we had then just as well abandon hope of survival as a strong nation. Look at France!

The illustration most immediately at hand and most in the public eye right now is the farm price situation. The farmers' share of the national income has been declining somewhat in recent months. Even more noticeable, the price of beef cattle has lately experienced a sharp decline. There are those who bought cattle at a high price, fed them high priced feeds, and are now having to sell them at less than they paid for them. Traditionally, this would simply be considered a case of bad judgment on the part of the purchaser or it would simply be considered one of those happenings which must always be expected to occur once in a while by those who engage in such transactions. They would take their losses and try to do better next time.

But what is the solution offered under the present-day attitude? Simply that the government step in and

take the loss, thereby relieving the individual of any responsibility for ever exercising bad judgment or for ever incurring any risk of any sort in his ordinary business transactions.

That is the "state control" solution, the "planned economy" solution, the socialistic solution. That has been the governmental solution of the past twenty years. That has been the yielding to the farm bloc, the labor bloc, the business bloc, and all other "blocs"—except the general welfare of the people, the economic soundness of the nation, and the preservation of our constitutional republican form of government. Fortunately, the present administration seems to be rejecting this solution.

Agriculture is a highly important segment of our economy and everything possible should be done to assure its financial stability. But that doesn't mean the government must guarantee the farmer a living whether he deserves it or not. It doesn't mean that the government must pay the farmer a fixed price for potatoes whether the country needs potatoes or not—or beef, or butter, or wheat, or anything else.

Neither does it mean that the government must lend its weight to every round of wage increases requested by labor, regardless of increased production, or must guarantee every worker a fixed wage whether he earns it or not. Neither does it mean that the government must guarantee every business man a profit or every manufacturer an outlet at a good price for his production, or every banker a borrower for his money at a good rate of interest. And we can expect these groups to holler, too, if the return to a sound economy affects them adversely in any way.

The fact that most needs to soak in upon all of us right now is this: *if we look to our government for security, then we have no security—for what the government can give us, the government can also take away.* There is one thing sure—continually running to the government with our troubles would eventually more certainly destroy us from within than ever would aggression from without.

TAXES

Policy on excess profits, capital gains highly important

Their Complete Elimination is Indispensable to the Freedom of Our Capital Markets and the Re-establishment of a Flexible Economy.

By Robert S. Byfield
Financial Editor

WITH the Dow-Jones Composite Average of 65 Stocks around 111 at this writing, the retreat from recent higher levels has been grudging and there is justification for continuing to use the label "stalemate" as we did last month. There is more than normal selectivity among various groups. The textiles, the oils and the agricultural implement shares have been weaker than the general averages; the utilities have about held their own; while the tobaccos, airlines and the natural gas and railroad issues have turned in a very creditable performance indeed. The intra-market action of common stock equities, however, is creating no pattern which has much significance beyond spelling out either the immediate future or what investors believe to be the immediate future of various segments of our business economy.

More important, just now, is the shape of things to come relative to taxes. Uncertainty on this score is unquestionably a contributing factor in the present stalemate, for the tax program of the new administration will, of course, have an important influence upon the trend of the securities markets since rates are now so high. It will be recalled that the beginning of the great bull market in late April 1942 was sparked by investor awareness of what the content of a new tax bill might be.

The shareholders of American corporate enterprises are therefore eagerly awaiting decisions not merely on tax rates, but are giving far more than usual attention to information throwing light on the kinds of taxes which will be levied beginning with fiscal 1954. The highly controversial so-called excess profits tax expires on July 1, 1953, while on January 1, 1954 individual income taxes return to the rates prevailing before the Revenue Act of 1951, and on April 1, 1954 corporate income taxes will return by statute to their pre-1951 levels. This is the situation in brief, and it has been and is being discussed at great length through all available channels of communication.

Henceforth the need for revenue will be the prime consideration in determining government tax policy. Unfortunately, this has not been the case in the immediate past when taxes were viewed in part as instruments of social control and the redistribution of wealth was deemed to

be among goals to be achieved through political action. In the light of this, Washington's approach to the excess profits tax and to the capital gains tax will be making ideological history, as well as fiscal policy. So far as the former is concerned, it has been widely condemned as a bad law, difficult to administer and full of injustices. No one, in our opinion, has yet defined exactly the meaning of an "excess profit." There is no need to labor the point, but this tax has its roots in the widespread left-wing bias against "profits," a viewpoint which is firmly based on Marxist principles, but which is fortunately being exposed for what it is. Moreover, while the tax possesses what may still be a politically persuasive name, it bears a false label. It encourages waste and extravagance and slows up the normal growth of smaller industrial units. It was passed shortly after the Korean affair began under conditions approaching near-hysteria.

The capital gains tax is, of course, not an income tax at all, but a capital levy. Its maximum rate now is 26%, applying to the sale of property held at least six months. A bill has been introduced in Congress which would, among other things, reduce the capital gains holding period to three months and increase from \$1,000 to \$2,000 a year the allowable offset of capital losses against ordinary income. These proposed modifications constitute a move in the right direction. A further improvement would be a lowering of the tax rate itself. However, in this instance anything less than complete elimination of any tax on capital gains must be considered a palliative and not a cure. If the government and people of the United States truly wish to progress towards a voluntary society and a free economy they must be willing to see to it that capital markets have liquidity. We realize that it might be politically difficult to eliminate completely the tax on capital gains in one step. Neither Canada nor Great Britain tax capital gains. Moreover, it could be pointed out that two of the most notorious cases of the utilization of this type of levy were afforded by the German Nazis and the French Vichyites. Incidentally, both had great difficulties with it. In 1939, by two special degrees, the Nazis abandoned it.

The bill of particulars against the capital gains tax is long and convincing.

The tax is not an important producer of revenue and it has severely damaged our securities markets. It would serve little purpose so far as this column is concerned in presenting any new figures or statistics in connection therewith. On the other hand, there is some new and very interesting evidence as to where capital gains taxes find themselves in the ideological scheme of things. Back in 1889, the British Socialists forged the intellectual spearhead of what eventually became the British Labor Party. At that time under the editorship of George Bernard Shaw they published the original volume of the now famous Fabian Essays. For several generations thereafter Socialist thought concentrated almost exclusively on the techniques for building the road blueprint by these essays. However, a few months ago a new volume was issued by some of the present leaders of the Labor Party under the name of "New Fabian Essays." It restated socialist thinking in the light of recent developments. On the cover jacket of this book the publisher contends that its issuance is a political event of enormous significance, perhaps because he feels that its contents will influence the actions and programs of the British Labor Party in or out of office and affect the behavior of socialists all over the world who look to London for guidance. The contributors to this volume seem to have shed some of the earlier illusions of their predecessors. Mr. Roy Jenkins, representing Birmingham in the House of Commons and a member of the Fabian Executive Committee, has contributed a chapter entitled "Equality." Therein he deals with the question of capital taxation as a means of achieving inequality of income. He favors it because it destroys temporarily instead of reducing temporarily the value of what he calls "unearned income" and what in a free enterprise economy would comprise income from invested capital. Specifically he states: "... It is an effective and indispensable way of dealing with the anachronistic privileges of the now increasingly functionless owning class..." He sets forth that there are three principal forms which the fiscal attack upon property might take, namely: a capital gains tax, a stepping up of death duties (we call them estate or inheritance taxes) and a capital levy. He feels that the capital gains tax has much to recommend it since, among other things, it has been in operation in the United States for the past quarter of a century. It will hardly be comforting to American investors to learn that some of taxes they have been paying have qualified them as guinea pigs for the policy-makers of the Fabian Socialists. Yet even Mr. Jenkins reasons that there are certain objections to a heavy tax on capital gains. We don't know whether he could call 26% a heavy tax, but he states: "... a continuing tax upon recently acquired capital, it would have a far more disincentive effect than almost any other form of property taxation; and it would hit the active capitalist as opposed to the established

(Continued on page 46)

Blue Book Will Show South's Industrial Gains

By Caldwell R. Walker

Editor, *Blue Book of Southern Progress*

WITH the *Blue Book of Southern Progress* rounding the last lap on its race to the printing presses, it is becoming more and more common to receive the following request—a request not noticeable in previous years:

"Please summarize for us in a few lines the progress being made by the South."

It is much easier to propose the inquiry than to supply a quick and concise answer.

For a number of years the South has been making comparatively good progress, and when the depression years of the 'thirties are taken into consideration, can be shown to have made substantial gains in comparison with the country at large.

Such comparative gains, however, were in nearly all instances the results of lesser declines rather than those of greater advances.

In all periods of previous intense business activity, including the recent war years, it has been nip and tuck for the South to keep pace with the business machine of the Nation.

Since Korea, however, and especially during the year 1952, there is no question about the South's having entered a new era. The evidence is all too obvious that the Region is now showing its heels to the more highly industrialized sections of the country in the race for additional industrialization.

It can be said, and backed up by the records, that in 1952 the South moved forward further and faster than the Nation as a whole in all nine components that make up business volume.

It is further obvious that the same can be expected for 1953, since a great number of major industrial plants instituted in the South during 1952 had not been made ready for operation by the year end. Those plants, many of giant proportions, can be expected to swell 1953's industrial output.

So, it is easy to generalize the strength of the South's current economic position.

To label it in some manner as to say that the progress thus attained consists of this or that, meaning something of a definite nature, is not so easy.

It can be said that in the interval since 1939 Southern business has more than doubled in actual physical volume, while that of the United States was making a gain of two-thirds.

It also can be said that during the same period the South ran its prorata of manufacturing production from 19 per cent to 22 per cent of the Nation's total.

And when it comes to more recent years, when more varied statistics became available, it can be shown statistically that the South has made gains in more detailed manner.

Probably the best measure of economic progress is the value of industrial plant, since it is by means of such plant that production and income are produced.

Measured thusly, the South gained 49 per cent during the past four years in productive wealth against 42 per cent for the United States.

In manufacturing plant investment, the South made gain of 47 per cent against 39 per cent for the Nation at large.

These figures are based upon balance sheet or book values as conceived by the owners or auditors of business, and thus are bound to reflect mark-ups due primarily to inflation. They cannot therefore be deemed a true measure of the gains made in productive capacity.

Comparatively speaking, on the other hand, they do reflect quite accurately the

relative gains made by the South in comparison with the country at large.

And, based solely upon official records, there is no doubt but that the South is stepping forward economically at a remarkable rate.

All of which furnishes the basis for considerable Southern pride.

So long as such pride does not degenerate into complacency all is well and good.

But sober consideration will prompt careful review of the debit as well as the credit side of the ledger.

On the debit side are some points well worthy of consideration.

In the first place, the South is gaining industry much faster than it is diversifying its industrial compency.

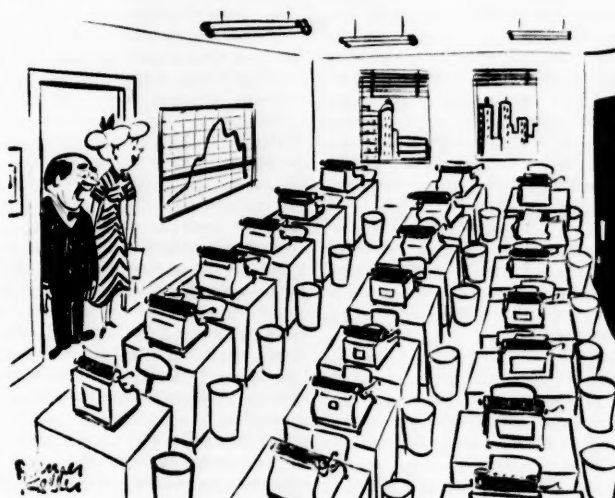
In other words, investment gains are being made largely in established industries rather than in new ones.

For instance, take a look at these increases in plant investment: Food manufacturing, 55%, Tobacco, 28%, Textiles, 81%, Paper, 69%, Chemicals, 75%, Petroleum-Coal, 75%; and then compare the former with these: Fabricated Metals, 30%, Machinery 10%, Transportation Equipment 33%, Instruments 40% and Miscellaneous Manufacturing 40%.

In nondurables now as in the past the South is expanding rapidly, faster than the Nation at large. In durables, on the other hand, now as in the past, expansion in the South runs behind that of the United States as a whole.

There are several outstanding exceptions that are well worthy of note. Stone-Clay-Glass plant in the South is up 68% against 43% for the United States; Primary Metals plant is up 60% against 50% for the U. S. and this includes iron and steel; and Electrical Appliances plant is up in the South nearly 100% against 50% for the Nation.

(Continued on page 46)



"I don't want this generally known, but I secretly own the coffee shop downstairs"



Site of the Made-In-Oklahoma Manufacturers' Exposition is the Municipal Auditorium at Oklahoma City, above. One of the exhibits was the portable, working drilling rig shown in front of the building.

Oklahoma Schedules Industrial Exposition

OKLAHOMA is coming into its own as an industrial state—this fact will be forcefully brought home at the third Made-In-Oklahoma Manufacturers' Exposition at the Oklahoma City Municipal Auditorium, April 8-11.

The show, sponsored by the Oklahoma Planning and Resources Board and the Oklahoma Development Council, is expected to attract well over two hundred companies offering manufactured products and services to industry. Held for the first time in 1948, the unique industrial show has grown steadily more popular with exhibitors and the public alike; more than 500,000 people are expected to attend this year. Admission is free.

Popularity of the Made-In-Oklahoma Show is such that a complete sell-out is predicted of all space in the auditorium itself and in the Zebra Room, with outstanding exhibits overflowing to the front of the building.

Displays will be set up April 6 and 7, and removed April 12 and 13.

Growth of industry in Oklahoma, as well as growth of the show's fame, is a big factor in making it bigger and better than ever this year. For many years, Oklahoma was known principally for her agricultural production and her mineral resources, with industry small and diversified. Within the past ten years, however, rapid strides have been made toward making her an industrial state.

Rapid swing to manufacturing during World War II helped focus attention on Oklahoma's industrial potential. Her workers, previously unaccustomed to working in factories, proved intelligent and adaptable. Productivity was above the national average; absenteeism and labor costs were lower.

Abundance of oil, natural gas and coal for fuel encourages industries to locate in Oklahoma; backbone of the state's industry is heavy fuel-consuming manufacturers.

Strategically located near the geographical center of the United States, Oklahoma is ideally situated to serve the expanding markets of the Southwest, Midwest, South and West. Located within a five hundred mile radius of Oklahoma are 37 million people with income payments of 50 billion dollars, and 433,000 retail establishments with an annual sales volume of 34 billion dollars. Railroads, trucking lines, bus routes and airlines extend in all directions from Oklahoma, making these markets easily accessible.

Purchasing power in Oklahoma itself is increasing even faster than in the country as a whole as the state develops its industrial potential.

Over 800,000 kilowatts of electric energy is now generated in power stations in Oklahoma, and projects now under construction will increase this

capacity by another 318,000 kilowatts.

This combination of factors favoring industry has, naturally, caused industrial growth. But the number and variety of manufactured products to be displayed in the Made-In-Oklahoma show should prove a revelation even to Oklahomans who think they know their state.

Children's clothing, airplane parts, pottery made from Oklahoma clay, farm machinery, dog mange cure, oil field equipment, food products, heavy machinery, building materials, glass, furniture—just about every product imaginable will be on display. In addition, such services to industry as transportation, communication, power, printing and advertising will be featured.

Original purposes of the show was to salute Oklahoma's industry—young, ambitious and thriving—and to show the world what Oklahoma could do. It has proved, however, an excellent opportunity for Oklahoma manufacturers to become better acquainted with each other, and with the products and services they can offer each other. In addition, it has given Oklahoma industry a further boost by encouraging Oklahomans to think first of products made in their own state, and to buy them whenever possible.

Some of the firms with exhibits in the show are impressive because of their size. Commander Mills of Sand Springs, for example, is the largest textile mill west of the Mississippi River. Its output represents five per cent of the country's production of sheeting. Starting with bales of cotton, the plant spins and weaves cloth, which it then manufactures into sheets, pillow cases and napkins. Over a thousand completely automatic looms are in production around the clock, and over 1,200 people are employed. The mill was started as a philanthropic venture, and proceeds still go to help support the Sand Springs Home, founded by Charles Page for homeless children.

One of the newest big industries represented in the show, the Certain-Teed Products Corp. paper mill at Pryor, brought a quarter-million dollar annual payroll to Oklahoma. Using waste paper as raw material, it can turn out approximately 100 tons of gypsum board liner paper a day. The combination of abundant water and cheap power, steam and fuel in the Grand River Dam Authority industrial area in northeastern Oklahoma, near Pryor, attracted this huge industry to the state. Another paper mill of similar size has been constructed there, and a \$20 million plant to make chemicals used in fertilizer is now under construction.

Sylvania Electric Products, Inc., will have on display radio tubes manufactured at its million-dollar plant at Shawnee.

The Griffin Grocery Co., which claims the distinction of being the first canning plant in the Arkansas valley, has reserved a booth. Foods processed at the company's Muskogee plant are sold throughout a five-state area. It employs over 500 people, and has an annual pay-

roll of more than \$1,400,000. One of the oldest industries in Oklahoma, it is credited with leading farmers in the eastern part of the state away from the one-crop system.

Playground equipment, picnic tables and even a garbage can holder the dog can't turn over is manufactured by Rex Sales Co. and sold to schools, parks, swimming pools and private homes all over the United States.

High-grade office furniture is the specialty of Executive Furniture, Inc., also of Oklahoma City. Equipped with the finest, most up-to-date woodworking machinery available, the company ships office furniture throughout the United States and, in addition, operates a contract department which has made expensive and intricate custom-built household furniture for one of the largest accounts in the country. Executive Furniture is now building a desk for President Eisenhower, to be presented by Governors Johnston Murray and Allan Shivers in the names of the people of Oklahoma and Texas. One of their special, custom-built desks will be on display at the Made-In-Oklahoma show.

Ingenuity of Oklahomans is expressed in a great many of the exhibits. Who, for example, would think of basing a business on building a better Christmas tree stand? Maurice Lampe of Madill has done just that; six people are employed most of the year at Lampe Manufacturing Company, making the "Cinch" Christmas tree stand from native Oklahoma pine. Lampe began his business as a hobby after retirement, but is now launching a selling campaign which he expects to snowball the already-growing demand for his product.

Another man with ideas is Stan Ramsey of Oklahoma City. He went in business for himself as a sign painter at the age of 17, and now the Stan Ramsey Company sells advertising materials all over the world. It's probably the only such company that combines decals, advertising displays and silk screen printing. Many of the identifying symbols on restaurant doors, phone booths, and on the sides of trucks throughout Oklahoma were made by Stan Ramsey. Products of his silk screen printing process can be seen in the offices of major airlines all over the world.

Intricate airplane parts which don't lend themselves to mass production will be featured in the Jonco Aircraft Corp. exhibit. That company, too, was founded because someone had a good idea. A group of young men trained in aircraft production and engineering in large aircraft factories during World War II decided to go in business for themselves, and a company with nearly 600 employees and a monthly payroll over \$224,000 resulted.

Permian Pottery, a Frederick concern, features gift and souvenir items made of native Oklahoma clay. The original designs of Paul and Mariemma McLellan, who started the business as a hobby, have proved popular with clubs and school groups for convention and ban-



One of the many attractive displays at a previous exposition was this one set up by the South West Box Company of Sand Springs.

quet favors, as well as with individual purchasers.

Frankoma Pottery, a nationally-advertised brand manufactured by John Frank at Sapulpa, will also be on display, as will Synar Ceramics of Muskogee.

Also in the ceramics line are dolls by Ann Decker of Chickasha. Mrs. Decker works in a shop at her home, creating the original and unusual china dolls which have proved so popular with the people who see them.

T. R. Marshall of Okmulgee began working with plastics as a hobby. Then he developed a line of gift items which sold well, to which he added a variety of plastic signs and name plates. Some of the largest businesses in the Southwest are using the signs Marshall makes. A variety of the signs, together with some of his hand-formed bowls, will be on display at the Made-In-Oklahoma Exposition.

One of the newest and most versatile items in the show is the Russell Sun-N-Air Dryer-Heater-Circulator, manufactured by its inventor, Russell Braman, in his plant at Shawnee. The completely new type clothes dryer features removable arms around a central heating unit, with a fan in the unit that circulates warm air through the tubular, perforated arms. Removal of the drying tubes converts the device to a heating unit, and cutting off the heating element while leaving on the fan will make it an air circulator. Weighing only 30 pounds, it can be dismantled and stored in 16 square inches of floor space. It is ideal for apartments, basements, back porches, utility rooms, beauty shops, barber shops, dormitories, fraternity houses, etc., and has been marketed as far east as Massachusetts.

Typically Oklahoman is Daugherty Originals of Shawnee. One of their

specialty items is the Oklahoma state flag. It is one of the very few places where flags can be obtained. They also have a line of tee shirts on which they put the emblems of clubs, school groups, etc., on request. Mr. and Mrs. Daugherty operate a dude ranch near Shawnee, and advertise their products as "Made in Oklahoma by Cowboys."

The oil industry, Oklahoma's largest, will be well represented in the show. In addition to oil companies, manufacturers of oil field equipment and firms offering services to the oil industry will have their wares on display.

Cooperating with the sponsoring organizations in presenting this big show are all Chambers of Commerce, Associated Industries of Oklahoma, Bankers Association, Oklahoma A & M College, Oklahoma Geological Survey, Oklahoma Press Association, University of Oklahoma, Tulsa University, Oklahoma City University, State Chamber of Commerce and Oklahoma Small Business Committee.

New Air Brake Plant For Oklahoma City

Negotiations were completed on February 17 for the establishment of a branch plant of the Bendix-Westinghouse Automotive Air Brake Co. in Oklahoma City. They are the world's largest producer of truck air brakes.

The Oklahoma City plant will be the first operation of this huge company to be placed in the Southwest. Bendix-Westinghouse is owned by Bendix Aviation Co. and the Westinghouse Automotive Airbrake Co. Decision to locate the plant there was made after an extensive study of the Oklahoma City area and the Dallas area.

"Experience Hath Shown"

By Willis E. Stone

(Condensed from *PUBLIC UTILITIES Fortnightly*,
Issue of January 29, 1953)

THE government of the United States, under policies developed over the past two decades, has undermined the traditional and constitutional rights of the people and the states with respect to our water and power resources. Witness the tidelands struggle, the "valley authorities," the federal financing of rural telephone co-ops and the attack on the rights of farmers to use the water that has traditionally been a part of their land (Fallbrook, Calif., farmers case).

Designed by the fair deal crop of bureaucrats, under the guise of furthering the public welfare, these plans would inevitably lead to the destruction of the authority of state governments, and the control of the very essentials of life would pass into the hands of autonomous "commissioners" upon whose benevolent attitude the people of this nation would be totally dependent.

According to Marx and Engels, one sure, quick way to fasten a dictatorship of the masses upon a capitalistic system is to bankrupt that system. How far have we been led down bankruptcy's road toward statism? Consider the millions upon millions that the RFC has washed down the drain. Twenty-one Federal corporations with fifty-nine subsidiaries, are in the business of "lending" money, taken from the taxpayers under penalty for non-compliance. In recent years more tax-collected dollars have vanished, without an accounting, through this practice, than the Federal government handled in the first 150 years of its existence. In addition to this domestic exploitation, about 5 per cent of our total production is taken from us by tax collections to support foreign governments, some of which are ruled by notorious tyrants who use the funds to further their socialistic domination of their peoples.

Our farmers have been told, by these same fair dealers, that they cannot get along without subsidies, and that if they rebel against them they will be liable to penalties approaching confiscation.

There is little doubt that something has been radically wrong in America for the past twenty years, and that the people of this nation are now aware of that fact. A change of administration at a time when our national productivity and national income are riding at the highest levels in history is evidence of this. The citizenry realizes that our current prosperity is just so-called, that inflated dollars pay for more of the same, that a currency controlled by a government rather than by its people gives that gov-

ernment absolute and despotic power over the people, that graft, corruption and subversion thrive in such muck and that a reckoning must eventually be made.

There is an awareness, yes. Far too many of us agree that something is wrong, yet are content to rest on the contention that we have been fighting it for years. We have been against it, yes. But just what have we actually done about it? The truth will emerge that we have not fought against it hard enough, or well enough, even to slow down socialism's process of confiscation.

Socialism cannot be fought on a piecemeal basis if we want to win. To win, we must create a powerful weapon of counterattack, then utilize it to the fullest. You will never lick communism, statism, socialism, call it what you will, by merely slowing down or stopping its march, because there is too much lost ground to recover, too many firmly embedded, self-regenerating seeds to be routed out.

Socialism is well advanced. Thirty-five years ago the Federal government owned only a fraction of the land area of the nation and none of the industrial capacity of the country. Since then the Federal corporations have come into existence and now the government owns about 40 per cent of the land areas and 20 per cent of the industrial capacity of the United States.

This has been done without any public consent and with little color of constitutional authority.

The political administrators of government have not been operating within the framework of the Constitution, but have claimed unlimited power, under the argument that congressional statutes are supreme under the "general welfare" or some other rubber-stretched provision of the Constitution, or under none at all.

So, in our counterattack there must be first a general across-the-board type of offense that will be effective.

This leads us to the next point in an orderly counteroffensive. Every socialistic bill that gets through Congress destroys just that much more of the economic freedom of the American people. This erosive, bit-by-bit process has built Socialism in America to oppressive proportions. Conversely, it has narrowed or contracted the area of tax-paying private enterprise which must support it. So, point number two follows from point number one. The whole area of our private enterprise must not only be de-

fended, but that already lost must be reclaimed.

Point three has to do with the repetitious nature of the socialistic attack. The defeat of any socialistic bill in Congress does nothing more than sustain the status quo. Such "victories" do not win back a single inch of ground already lost to Socialism. Nor do they protect against the same bill being brought up again and again. Socialism can lose many battles, but private enterprise can lose only once.

As we analyze these points, we come inevitably to a consideration of one fundamental fact—that to retrieve the ground lost to Socialism, and to prevent the further socialization of America, we must develop a legal weapon superior in force and power to the devices being used to fasten Socialism upon us.

Today, we stand on the threshold of a long-heralded new era in Washington. We have been told that the climate there has been changed; that it will be less hostile, if not more favorable, to business and private enterprise. Now would appear to be the most opportune time, psychologically, to go on the offensive. But how? What shall be our weapon? Does a truly effective weapon for such dynamic action even exist?

Such a weapon does exist. More than eight years have been devoted to the business of shaping it, testing it, perfecting it, and gathering widespread grassroots public support for it. It is ready.

It is known as the "Proposed 23rd Amendment." As introduced in the 83rd Congress by Representative Ralph W. Gwinn (Republican, New York), HJ Res 123 provides that:

The government of the United States shall not engage in any business, professional, commercial, financial, or industrial enterprise except as specified in the Constitution.

This proposal does not condemn. It points the finger at no one. It states a basic principle, and gives it constitutional authority, restoring property rights and our traditional concepts of equality and justice under law.

There may be those who feel this does not go far enough because it neither rails against our desperate tax problems nor proposes to tinker with taxing powers.

With no attempt to minimize the tax burden, we must recognize that taxes reflect the cost of government. Our present overwhelming tax load provides bitter evidence that we have an inflated government, much of it the wrong kind.

Let's look at this tax question for a moment with cold logic, and see how this "Proposed 23rd Amendment," by restoring economic freedom, will remedy much of the tax evil. Direct your attention toward the source of our problem—the Federal agencies where taxes are generated.

Our problem and its solution depends upon the separation of the necessary and natural functions of government from the needless, unnatural, and unauthorized functions in which government is engaged.

Centering our attention on the needless, unnatural, and unauthorized func-

tions in which government is engaged we discover a vast array of agencies known as "Federal corporations." They have no governing or regulatory function, but devote themselves to participation in productive enterprise in direct competition with American citizens.

Is there any constitutional authority for the existence of the Federal corporations?

None whatever in this writer's opinion. Actually, the intent and purpose of the Constitution was to guard against such activities by government. The 10th Amendment to the Constitution specifically asserts: "The powers not delegated to the United States by the Constitution, nor prohibited by it to the states, are reserved to the states respectively, or to the people."

Therefore, as the powers exercised by the Federal corporations have never been delegated to government by the people, the Federal corporations are acting without proper sanction or authority. They manage to do so through a process of selective law enforcement which fosters the political violation of the spirit, intent, and purpose of the Constitution.

The Federal corporations have used clever and successful devices of persuasive intimidation and propaganda to nullify the "Proposed 23rd Amendment." They know that adding it to the Constitution will outlaw the socialistic empires they have so carefully built at taxpayers' expense.

Quietly, relentlessly, the "Proposed 23rd Amendment" has continued to find steadily increasing support throughout the nation. More than 6,000 organizations have adopted resolutions in support of it. Community programs on the subject are spreading everywhere. It is pending in several state legislatures as a memorializing resolution. It will doubtless be considered by the 83rd Congress. We should measure the effect it will have.

When the properties and facilities of the Federal corporations are restored to the American people, how will the costs of government be altered?

The sale of the properties and facilities of the Federal corporations to the American people should bring a price of better than \$50 billion, which applied to the national debt, would greatly reduce the interest charges and amortization costs which are now a part of our tax bill.

It would put a stop to the annual losses of the Federal corporation.

More than 800,000 tax-eating office-holders would be forced off the Federal payroll into productive tax-paying employment.

These items of savings in cost of government would add up about as follows:

Reduction in interest charges on \$50 billion at 2½% per year is	\$ 1,250,000,000
Reduction in the amortization cost to pay off \$50 billion in forty years, would cost, per year	1,250,000,000
Average annual losses stopped	7,000,000,000

Payroll reduction of 800,000 pay envelopes averaging \$3,000 per year, would save, yearly	2,400,000,000
Reduced need for goods, services, and facilities (estimated at three times the value of payroll) would be	7,200,000,000

Total (1950 estimate) \$19,100,000,000

The "Proposed 23rd Amendment" will thus accomplish a volume of potential savings, of new income without additional toil, through the simple process of repairing the damage done to the Constitution, re-defining the powers of government to govern, and stipulating in constitutional law the unalienable right of the individual to economic freedom.

How would this tremendous reduction in cost of government affect the whole tax structure?

It would cut the need for taxes (1950 level) by more than 45 per cent.

It is logical to assume that this tremendous reduction in governmental costs would first be reflected by a drastic reduction in individual and corporate income taxes.

Using 1950 as the barometer, the "Proposed 23rd Amendment" could eliminate the deficit, provide for a heavy payment on the national debt, reduce the individual income tax levy by more than 65 per cent, and reduce the corporate income tax levy by 40 per cent.

Applying these factors to the 1951 budget, the individual income tax anticipations of \$17 billion could be reduced to less than \$6 billion. Corporate income tax anticipations, originally set at \$10 billion, could be cut to about \$6 billion.

Such reductions in tax levy would make a tremendous effect on the "take-

home pay" of the American people. It would actually increase the "net" income of the American people by better than 11 per cent.

The reduction in corporate taxes would lower the cost of production and distribution to such an extent that the retail price of goods and service could be reduced 4 to 5 per cent.

This, the increase in "take-home pay," combined with the potential reduction in the sales price of things, could produce a net gain in the standard of living of the American people of about 15 per cent.

How would all this affect personal tax bills?

The first result of such a reduction in the individual income tax requirement would be the lifting of individual income tax exemptions from the present \$600 per taxpayer per year to \$1,500 per taxpayer. This would permit every taxpayer to keep, and spend for himself, the first \$156 he paid in taxes at 1950 or 1951 levels. The increase in "take-home pay" would not involve increasing by a single penny the labor charge against production costs.

It would mean that a craftsman, with a family of four, earning \$6,000 per year, and paying \$624 in taxes in 1950, would not be required to pay any taxes if the "Proposed 23rd Amendment" were in force. He would have "take-home pay" of \$6,000 for the year, as compared with the 1950 reality of \$5,376 "take-home pay"—an increase of nearly 12 per cent without changing the \$6,000 rate of pay.

Labor would get more of the pay it had earned because government would take less of it through withholding and other taxes.

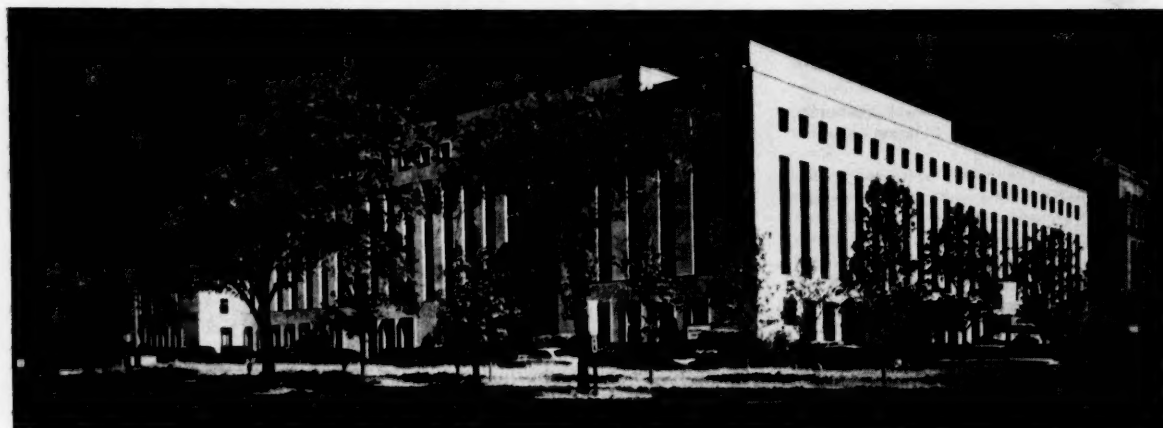
This analysis of tax reduction which would be possible as a result of adding the "Proposed 23rd Amendment" to the Constitution, does not include the aston-

(Continued on page 46)



"I never seem to find important papers after a parade passes by our windows!"

CONSTRUCTION



New \$12,000,000 District of Columbia Courthouse designed by Louis Justement and erected by Charles H. Tompkins Co.

February Awards Up at \$341,391,000

By S. A. Lauver

SOUTHERN construction quickened its pace in February, when the \$341,391,000 for contracts in the sixteen states below the Mason and Dixon line showed a thirty-four per cent increase over the level for the preceding month.

Total of awards for the two elapsed months of 1953 is \$594,658,000. While the figure is about one-fifth below that established in the first two months of last year, it is following a similar upward trend.

The February total embraced \$112,055,000 for industrial construction; \$65,972,000 for private building; \$65,551,000 for public building; \$60,292,000 for heavy en-

gineering construction, and \$37,521,000 for highways and bridges.

Generally, the picture was three of the five categories showing increases; the other two, decreases. Up were industrial, public building and highway and bridges; down, private building and heavy engineering.

The \$112,055,000 for new industrial projects is almost four times the size of its comparable figure of the previous month.

Two plants indicative of a trend in the South are included in the February industrial figure. Both will manufacture newsprint. One will cost \$22,000,000 and be located at Evadale, Texas; the other,

at Lockport, La. will cost \$2,633,000. Its paper will be made from bagasse, a by-product of the sugar industry.

The plant to be erected at Moundsville, W. Va., by Solvay Process division of Allied Chemical and Dye Corp. involves expenditure of \$15,000,000. Chlorine and caustic soda will be produced. Two other West Virginia projects have been granted certificates of necessity. These are the \$3,519,000 Vanadium Corp. plant at Graham Station and the \$32,545 Fairmont Aluminum plant.

Private building's \$65,972,000 represents a decline of five per cent when compared with the figure for the preceding month. However, it is the same percentage above private building's aggregate for February of 1952.

Public building, which was a close runner-up for second position in the southern construction picture, showed a gain of seventeen per cent above the value of such work in January.

The February public building total of \$65,551,000 was almost evenly divided in the \$33,734,000 for government structures including hospitals and the \$31,817,000 for school building.

Heavy engineering construction, down by about fifteen per cent, was made up of \$37,712,000 for dams, drainage, earthwork and airports; \$12,548,000 for sewer and water work, and \$10,032,000 for government electric projects. The last named was almost three times its January counterpart.

Highways and bridges, with a \$37,521,000 total in February, showed the encouraging rise of fifty-four per cent, as compared with the \$24,336,000 figure for its immediate predecessor.

Pattern of the current \$594,658,000 two-month total, varies from that of February in that private building is up, industrial work down, public building decreased, heavy engineering rose, and highways and bridges represent a drop.

SOUTH'S CONSTRUCTION BY TYPES

	February, 1953 Contracts Awarded	February, 1953 Contracts to be Awarded	Contracts Awarded First Two Months 1953	Contracts Awarded First Two Months 1952
PRIVATE BUILDING				
Assembly (Churches, Theatres, Auditoriums, Fraternal)	\$8,991,000	\$26,030,000	\$11,424,000	\$9,879,000
Commercial (Store, Restaurants, Filling Stations, Garages)	7,643,000	26,685,000	22,360,000	8,150,000
Residential (Apartments, Ho- tels, Dwellings)	43,597,000	53,025,000	91,997,000	91,277,000
Office	5,741,000	37,635,000	9,843,000	9,951,000
	\$65,972,000	\$143,375,000	\$135,624,000	\$119,257,000
INDUSTRIAL	\$112,055,000	\$322,572,000	\$143,863,000	\$259,116,000
PUBLIC BUILDING				
City, County, State, Federal, Hospitals	\$33,734,000	\$31,672,000	\$61,460,000	\$126,981,000
Schools	31,817,000	102,517,000	60,142,000	48,309,000
	\$65,551,000	\$134,189,000	\$121,602,000	\$175,290,000
ENGINEERING				
Dams, Drainage, Earthwork, Airports	\$37,712,000	\$53,134,000	\$89,435,000	\$92,764,000
Federal, County, Municipal Elec- tric	10,032,000	94,000,000	13,334,000	17,925,000
Sewers and Waterworks	12,548,000	13,305,000	28,943,000	20,090,000
	\$60,292,000	\$160,439,000	\$131,712,000	\$130,779,000
ROADS, STREETS, BRIDGES	\$37,521,000	\$234,004,000	\$61,857,000	\$75,362,000
TOTAL	\$341,391,000	\$994,579,000	\$594,658,000	\$759,804,000

CONSTRUCTION

The five elements making up the current two month figure are: Industrial, \$143,863,000; private building, \$135,624,000; heavy engineering projects, \$131,712,000; public building, \$121,602,000, and highways and bridges, \$61,857,000.

At this time last year, a \$759,804,000 total for two months included: \$259,116,000 for industrial work; \$175,290,000 for public building; \$130,779,000 for heavy engineering construction; \$119,257,000 for private building, and \$75,362,000 for highways and bridges.

The \$143,863,000 industrial for the current year so far is forty-four per cent below the level in the first two months of last year. Acceleration of new projects, as registered in February, may indicate a revival of such work.

Private building's \$135,624,000, the other major factor in privately financed construction, represents an increase of almost fourteen per cent, when compared with such work in the initial months of 1952.

The current two-month private building total includes \$91,997,000 for residential work; \$22,360,000 for commercial projects; \$11,424,000 for assembly-type structures and \$9,843,000 for office building. All, except office building, are valued ahead of such work in the same period of last year.

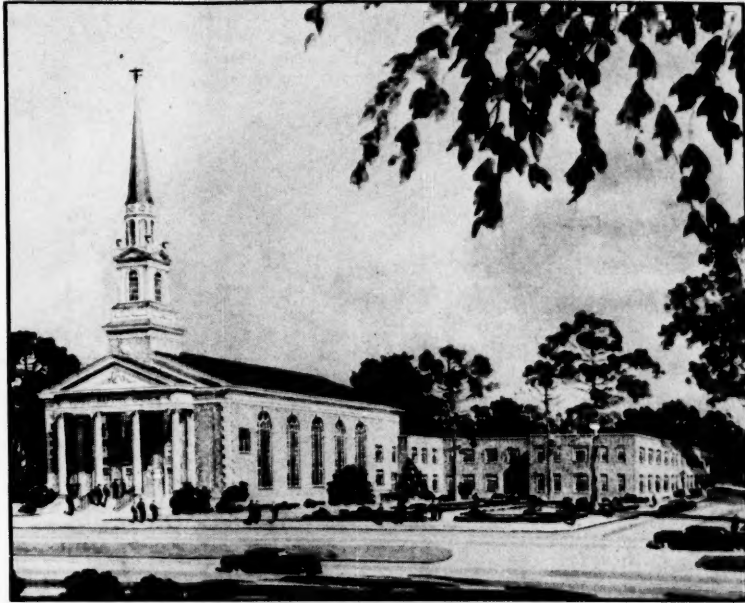
Heavy engineering construction in the two-month period is practically the same as in the comparable months of last year. The current total is \$131,712,000; comparable figure last year, \$130,779,000.

Totals of the three elements in the heavy engineering field changed somewhat. This year they are \$89,435,000 for dams, drainage, earthwork and airports; \$28,943,000 for sewer and water work; \$13,334,000 for government electric projects.

This time last year, while in the same relative positions, the totals in heavy engineering were: \$92,764,000 for dams, drainage, earthwork and airports; \$20,090,000 for sewer and water work, and \$17,925,000 for government electric projects.

Public building this year has changed thirty-one per cent downward, when compared with such work in the first two months of 1952. The current \$121,602,000 includes \$61,460,000 for government buildings and \$60,142,000 for schools. Last year, the comparable totals were \$126,981,000 and \$48,309,000, respectively.

Highways and bridges so far in 1953 have amounted to \$61,857,000, as compared



Artist's sketch of new buildings for First Baptist Church at North Charleston, S. C. F. Arthur Hazard, architect.

with \$75,362,000 for the same months of 1952. Several February bid totals, however, are not included in the figure due to delayed reports.

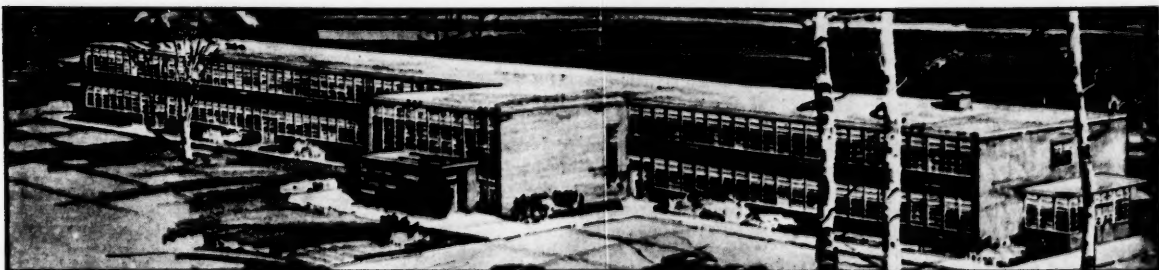
Government restrictions are scheduled for removal at the end of the first half of the year. According to Arthur S. Flem-

ing, acting director of the Office of Defense Mobilization, federal agencies do not "intend" to continue controls over distribution of steel, copper and aluminum "in the civilian economy" after June 30.

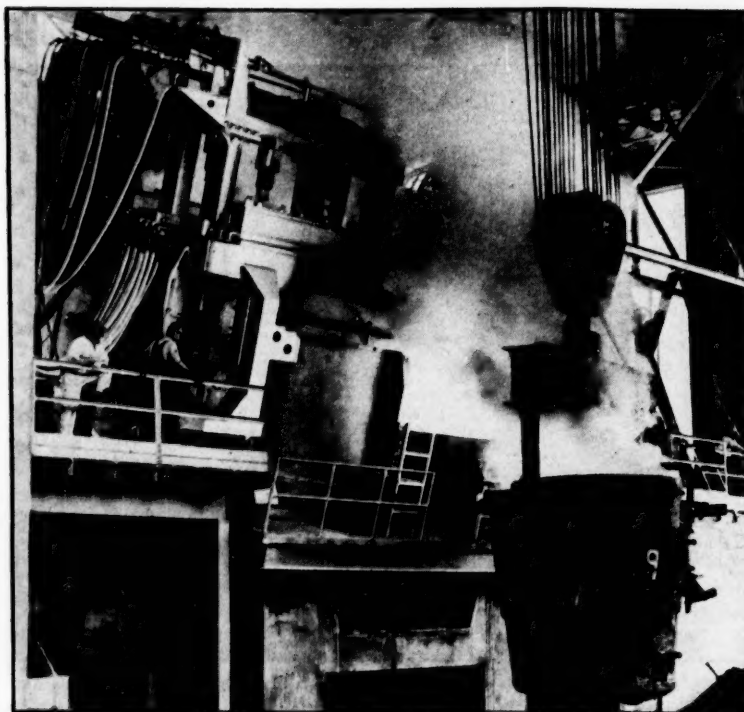
(Continued on page 48)

SOUTH'S CONSTRUCTION BY STATES

	February, 1953	Contracts to be Awarded	Contracts Awarded First Two Months 1953	Contracts Awarded First Two Months 1952
Alabama	\$12,647,000	\$56,655,000	\$23,928,000	\$20,308,000
Arkansas	7,536,000	2,055,000	8,871,000	5,027,000
District of Columbia	4,872,000	11,035,000	9,508,000	3,943,000
Florida	21,931,000	18,461,000	57,596,000	77,726,000
Georgia	19,072,000	9,330,000	33,167,000	56,357,000
Kentucky	7,508,000	2,395,000	8,880,000	29,268,000
Louisiana	16,149,000	22,038,000	35,083,000	104,568,000
Maryland	18,169,000	77,510,000	45,293,000	88,070,000
Mississippi	3,937,000	12,611,000	12,296,000	26,261,000
Missouri	3,644,000	25,330,000	10,796,000	15,674,000
North Carolina	19,977,000	15,155,000	30,418,000	59,941,000
Oklahoma	7,992,000	15,269,000	11,912,000	25,722,000
South Carolina	14,742,000	7,185,000	28,286,000	19,083,000
Tennessee	10,144,000	105,367,000	18,820,000	29,025,000
Texas	94,539,000	397,196,000	171,215,000	161,095,000
Virginia	19,807,000	214,145,000	28,215,000	37,034,000
West Virginia	58,725,000	2,842,000	60,374,000	752,000
TOTAL		\$341,391,000	\$994,579,000	\$759,804,000



\$837,000 Berkshire Elementary School to be built at Dundalk by Baltimore County Board of Education.



Tapping a heat of steel from the new 60-ton electric furnace at Atlantic Steel Company, Atlanta, Georgia.

New management methods spur small industry growth

By Sidney Fish

Industrial Analyst

SMALL industry is showing vigorous growth. Expansion and diversification programs of smaller producers today are even larger, in many cases, than those of the industrial giants, from a percentage standpoint.

The fear of big business that was widely held in some quarters years ago has steadily declined. It has been disclosed by the Brookings Institution, after a five year investigation, that every sector of the economy has grown in the last fifty years—big and small companies, too. The 100 biggest companies today account for a smaller proportion of national income than they did in the early years of the century, while the smaller and middle-sized companies have shown a gain. Big business today is fiercely competitive, as is shown by the Brookings Institution's finding that only 36 of the top 100 companies in 1909 were still in the top 100 in 1947.

The line of demarcation between the industrial giants and the smaller companies is steadily being erased. The little companies have been growing up rapidly into larger size units. They are using management techniques that once were employed almost exclusively by the biggest companies to improve products, cut production costs and expand markets. As a result many not-so-large companies have national prestige because they are brilliantly managed.

An illustration of the rapid growth of the smaller units is provided by statistics of the steel industry. The smaller companies have been carrying on the largest expansion program in their history, to enlarge basic ingot capacity and to supply a greatly diversified list of finished products.

The capacity of the entire steel industry increased 12 per cent during 1951 and 1952. But 25 of the smallest steel com-

panies, with 175 to 3,900 employees, showed a gain in ingot capacity of 50 per cent during the same period.

Among the smaller steel companies in the South which have had big expansion programs are Atlantic Steel in Georgia, Lone Star Steel in Texas, and Green River Steel Corporation, a new company, in Texas. The South's growing needs for steel has aided the expansion of these small companies, along with that of the major steel companies. The entire steel capacity of the South, including Kentucky, has increased from 4,372,000 tons in 1940 to 6,860,000 tons as of Jan. 1, 1952, a gain of 60 per cent. Many thousands of tons of additional capacity were added in 1952 and will be completed in 1953.

Atlantic Steel, Georgia's only steel mill, has increased its capacity 35 per cent since World War II. It is now adding a new electric furnace, which will increase its ingot capacity by 100,000 tons a year, or 50 per cent. Lone Star Steel, at Dainergfield, Texas, which began operations during World War II as an iron producer, is now making basic steel and finished products and is adding a slabbing mill and a mill to produce tubular steel products.

In Kentucky, another small company, Green River Steel will begin production this Spring with about 198,000 tons of ingot capacity. Most of its finished products will be high quality alloys suitable for use in ordnance and jet planes. The company, financed by \$4 million of private funds, along with \$8.5 million in Federal funds, is located on a 100 acre site in Owensboro. The company is planning to generate its own electricity, eventually, for its electric furnace, using low-cost coal that is mined in the neighborhood. It will also use low grade Kentucky iron ore.

Small companies in the steel industry are confident that they can survive in a period of severe competition which may lie ahead. They are basing their confidence on a variety of factors—on favorable location, good nearby markets which will give them a freight differential over their competitors; on specialty products, on low cost power, good labor supply or other favorable cost items.

In other industries, small manufacturers are still making progress. The mortality of business is still relatively low, compared with prewar figures, and the number of employers is steadily increasing, although at a slower rate than in the early postwar years. From July 1, 1951, until March 1, 1952, a total of 296,600 new businesses were started; 316,300 were sold to new owners, and 266,200 went out of business.

A study of the failures shows that most were caused by inefficient and incompetent management. Where the small producer follows management methods that are sound and scientific, failure rarely results.

Most small business have become so strong, so well managed, that they have been able to take care of themselves in the face of severe competition from other small units, as well as from the big com-

panies. They have continued to make money in spite of Government restrictions on the use of materials for civilian products, and on prices.

Now a test of strength for small business lies ahead. Production capacity has been greatly expanded, and the small manufacturers and distributors will have to demonstrate their ability to make money in a really competitive economy. Small business should be able to meet this test successfully.

Alec Lewyt, President of Lewyt Corporation, makers of the Lewyt Vacuum Cleaner, and producers of defense materiel, says that a small business today is not what it was 20 or 30 years ago. Not so long ago, Big Business alone knew the management techniques for cutting costs and overcoming sales resistance.

But today, Mr. Lewyt says, there are thousands of companies in all parts of the country, that know how to calculate a break-even point scientifically, or how to train salesmen and establish incentives for them.

"These companies," Mr. Lewyt says, "not only employ dozens of full-time specialists, but they know where to go to hire consultants of various kinds on a per diem basis, if tough problems arise in the fields of distribution, labor relations, research, plant location, etc.

"In former years, the small business man often was the sore spot in his business community. His plant paid low wages, and barely survived, or paid the going rate and went broke. He usually operated by rule of thumb. His advisors were few and seldom well qualified to give counsel.

"But a few small business men made out well because they could outguess and out-think the competition. Today the mortality of small business is low, in spite of competition, because guesswork has been greatly reduced in making decisions on such matters as production, style, market potentials, etc.

"Today there are dozens—hundreds—of examples of small companies which are growing rapidly. In many cases, they are not only competing successfully in the civilian market, but they are successfully carrying out their assignments in defense production."

Lewyt Corporation is typical of the efficient growing businesses which have learned how to help themselves. Mr. Lewyt still makes the decisions, as President, but he has the benefit of "group thinking" among his consultants. Since 1947, when the company started to make vacuum cleaners, it has competed successfully with big corporations in the vacuum cleaner field.

Mr. Lewyt thinks big business is all right. He feels that a big company grew because it met the needs of the public. Its methods have had to be able to stand public scrutiny.

"We have demonstrated," Mr. Lewyt says, "that the small manufacturer, provided that he is armed with modern management methods, doesn't have to envy or fear the big companies, like Westinghouse or General Electric. Since 1947, our first year in business, we have sold

over a million units, franchising over 8,000 dealers, and cut our costs while increasing wages. We have been taking the problems of the defense program in our stride, and when materials shortages end, we will be able to handle the problem of increasing the production and sale of consumers goods.

"There are hundreds of other small manufacturers like us or even better. We don't regard our size as a handicap. Rather it gives us flexibility to meet rapidly changing conditions. We can turn on a dime, revising our selling methods in a jiffy to meet new market conditions. Sure, there will be new problems, but there is no reason why we should attack big business, or feel discouraged over the ability of small business to meet competition."

Concentration in business actually is declining today. Almost three-fourths of all companies in 1947 had less than four employees and only 5 per cent had 20 or more. Seventy per cent were individually owned, 18 per cent were partnerships and 11 per cent were corporations.

Small manufacturers, Mr. Lewyt believes, must engineer into their products the various features that are needed to sell them. To discover what those features are, before going into production on a new product or a new model, the manufacturer should carry out extensive research among customers. Such features, Mr. Lewyt says, are the "spark that puts teeth into every good sales talk or hard-hitting advertising campaign."

Dozens of illustrations could be provided of small manufacturers of consumer durables and capital goods items, who have been growing rapidly in the favorable climate of new markets, low production costs, good labor supply and low taxes in the South.

In Austin, Texas, the Cole Manufacturing Company, makers of Vent-Rite kitchen ventilating hoods and evaporative air conditioning systems, has had to increase factory space three times in the last eighteen months, owing to demand from Southwest dealers. The company is planning a fourfold rise in production this year, using greatly increased promotion and accelerated advertising. It began to make its Vent-Rite hoods less than 2 years ago.

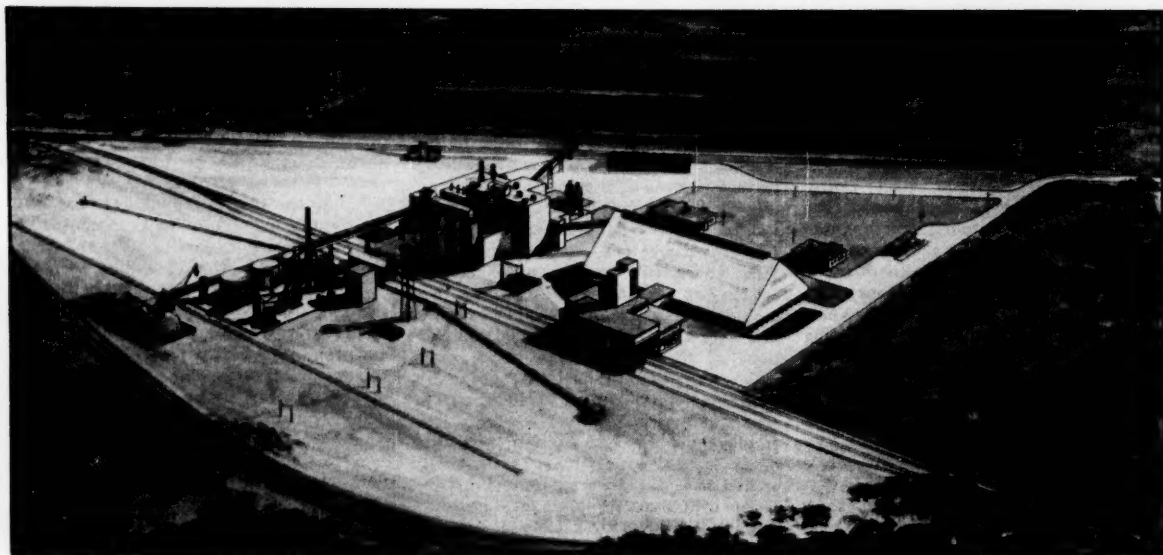
Aiding the small producers throughout the South are many new consultative services. Only ten years ago, for example, the South did not have a single major consulting research institution. Today, the region has over 40 well-equipped laboratories which are available to small business on a general consulting basis. In addition, there are 25 commercial testing laboratories, and more than 200 individual consultants, who can offer help in every field of science, from atomic energy to materials handling. As a result, thousands of technically trained graduates of Southern universities, who formerly sought jobs in the North, are now finding it easy to obtain excellent jobs in the South. The Government alone has established a dozen important scientific centers, chiefly at the atomic energy centers. Research facilities have been expanded at many Southern colleges and universities. Many of these laboratories are available to small business on a fee basis, as at Georgia Tech and North Carolina State.

Nothing is more important to the small, growing business than low taxes, which enables the company to plow back its earnings and thus facilitate growth without borrowing money. The South has been taking the lead in providing a favorable climate for small business, by keeping taxes low.



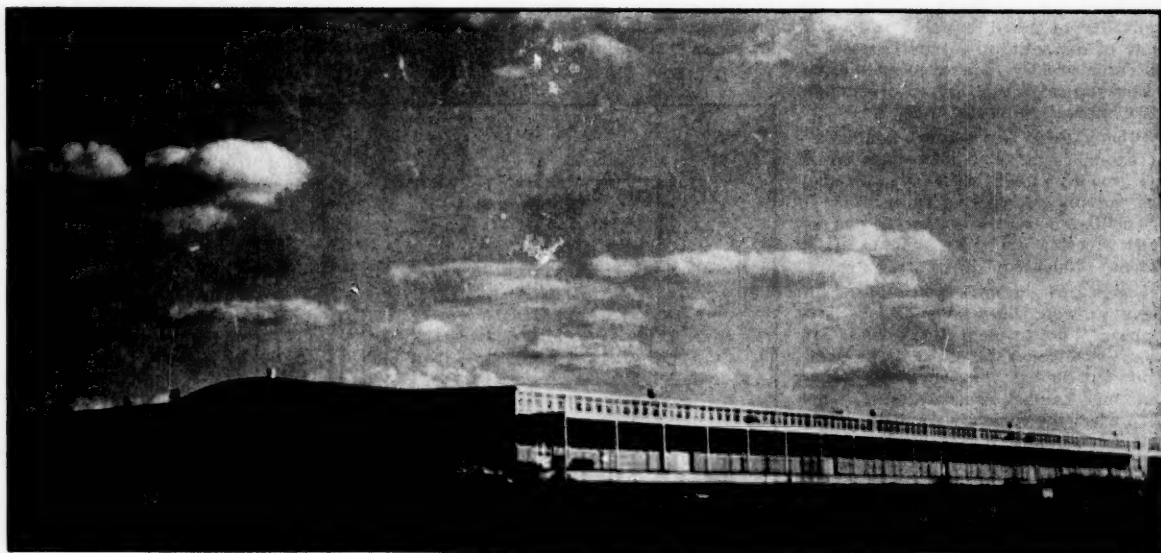
"Yeah, six o'clock this morning. Eight pounds, ten ounces!"

INDUSTRIAL



IN FLORIDA

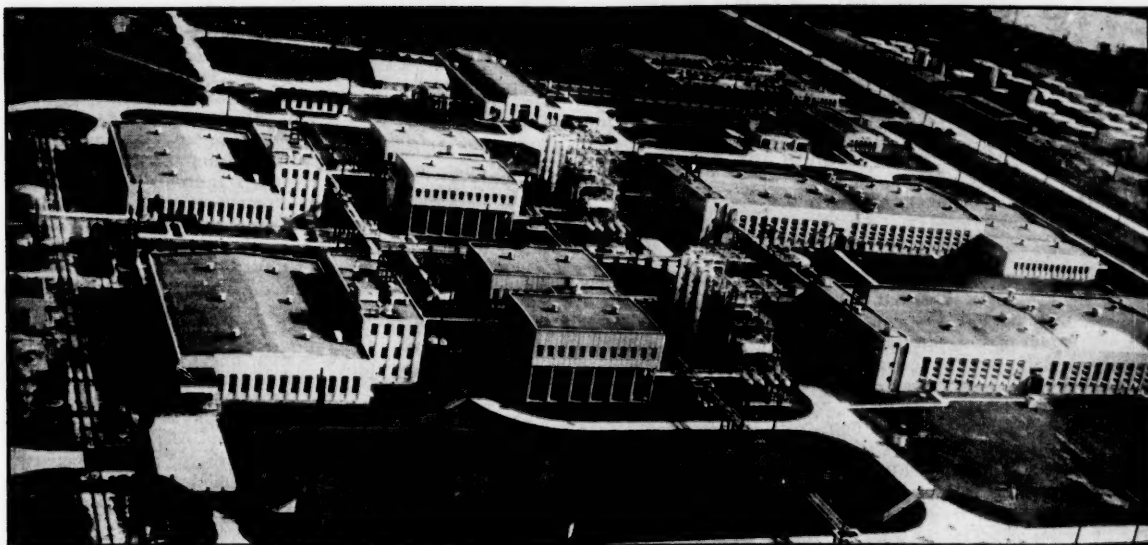
This \$12,410,000 plant being constructed at Bartow by Davison Chemical Co. will have an annual capacity of 200,000 tons of triple superphosphate. Consolidated Engineering Co., Baltimore, Md., is the contractor.



IN KENTUCKY

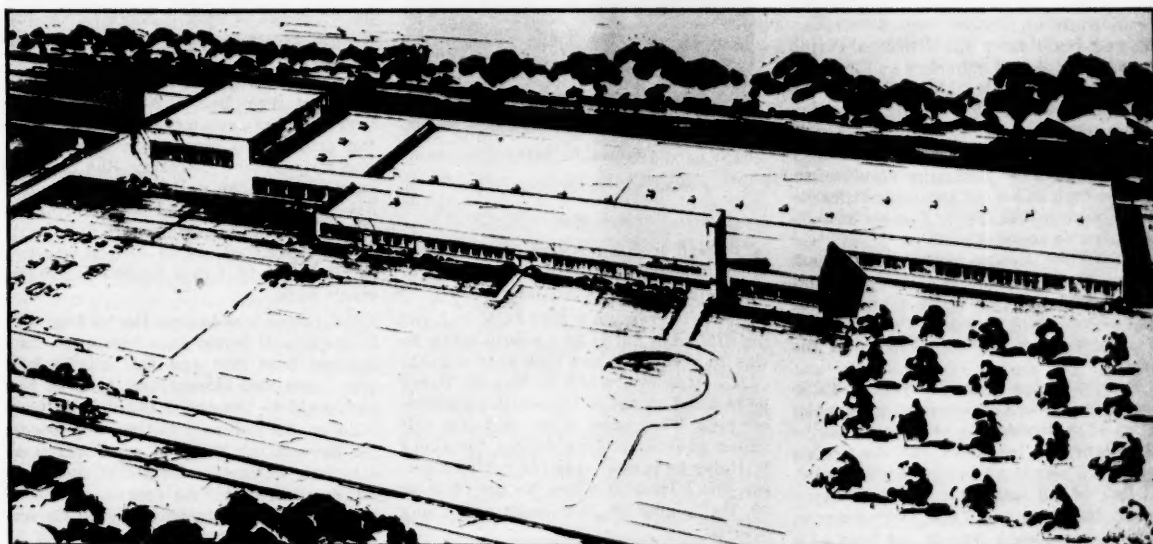
Detroit Harvester Company has built this modern plant at Paris. It was dedicated on February 13 of this year. Farm machinery and airplane parts will be manufactured here. The plant contains 120,000 square feet.

EXPANSION



IN TEXAS

The plant of the Naugatuck Chemical Division of United States Rubber Co. at Port Neches is undergoing an expansion of its productive capacity and is being converted to produce "cold" rubber. (See story—page 48)



IN GEORGIA

The Strietmann Biscuit Co. of Cincinnati, Ohio will build this large manufacturing plant on Mead Road in Macon. Scheduled for completion early in 1954, the plant is being designed and constructed by Rust Engineering Co. (See story—page 48)

"He hated cotton..."

The story of two Southern institutions, of a man and his business . . . of the perseverance and enterprise of James C. Self and his Greenwood Mills.

WHILE the 1952 national election business had the South stewing like a witches' cauldron, and for the first time ripped the Solid South wide open—mercenary Southerners took time out for an election of their own.

They named James Cuthbert Self, 76-year-old president of the Greenwood (South Carolina) Textile Mills, "Man of the South for 1952" in a poll conducted by the magazine *Dixie Business*, edited by Hubert F. Lee of Atlanta.

It is a title which carries tremendous prestige south of the Mason-Dixon line. James C. Self is president of a textile organization operating four plants which cover 45 acres of floor space, employs 6,000 workers at an annual payroll of \$15,000,000. A new \$6,000,000 cotton print cloth mill is under construction.

The textile empire that he heads is the amazement of the industrial world—yet it wasn't too long ago when he hadn't the proverbial dime to call his own. He made it all with cotton, a staple he hated with seething bitterness engendered from pushing a plow behind a ridge-backed mule in a hot Carolina cotton field. Plowing and chopping and fighting the boll-weevil, and picking the cotton the boll-weevil left. Cotton costing more than it brought.

He came to Greenwood a raw country youth with only a change of clothing, a little cash in his pocket, and not knowing a soul in the place. But he had determination to get ahead.

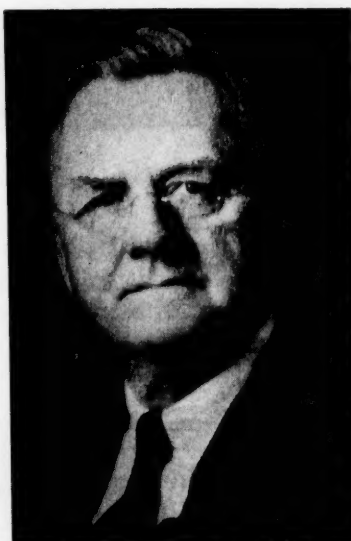
On a fluke, twelve years later he took over a broken-down old cotton mill that was mortgaged for more than it was worth—of which he says, "I didn't know a spindle from a loom." That was his start.

Followed then years of strain and discouragement and ceaseless effort to make a go of a business which each month threatened to lay down and die on his hands. "I was there before day," he said. "I figured till long after midnight every night trying to cut a few more corners, trying to figure a way to get hold of a little more money to keep going. There never was enough money to buy enough cotton to operate with, and it was always nip-and-tuck to meet payrolls."

Before he finally got things to where he could draw a long breath, feeling that the mill would not fall down unless his shoulder was there to prop it up, Jim Self began to feel that the back-breaking work in the cotton field was a soft snap compared to this.

But he still hated cotton.

This is the story of a man who, after making millions in the textile industry, turned straight around and gave most



James C. Self
President, Greenwood Mills.

of it back to his workers in one of the most amazing social experiments ever conducted in American history.

Jim Self grew up a poor farm boy, got his first cash job at \$8 a month when he was 18 years old, and took over a bankrupt cotton mill when he was 31. Today he is rated as one of the South's wealthiest men. They used to say that Jim Self added another million dollars for every birthday he passed—but the millions outran the birthdays when he got close to 70. He is now 76, and looks not a day over 60.

The four Self mills work three shifts daily on a 40-hour week. They turn out enough cotton and fine rayon goods every week to reach from Key West to the northernmost tip of Canada. The mills have everything—finest construction, modern machinery and safety devices. All have been air-conditioned at a cost of a million and a half dollars. In fact, the new Harris mill is so fine in every detail that it has been termed by some

as "the Country Club of textile plants."

The four mills are: the Mathews mill, which is the largest spun rayon mill in the world; the Greenwood mill which spins carded cotton goods; the Ninety-Six mill, which produces combed cotton goods; and the Harris mill which turns out filament rayon.

All this development did not come about at once. It has taken more than forty years to bring the Self mills up to their present standards. The first years were so discouraging that anybody less stubborn than Jim Self would have given up the whole thing. Only Jim Self wouldn't quit. Old-timers around Greenwood chuckle when they recall how he went around the community, collaring anyone he could get to listen, urging them to take stock in the old Greenwood mill.

"That broken-down, bankrupt mill?" How many times he was to hear that.

But he persisted. He got bits of cash here, little bits there; notes, mortgages—all in small amounts. Sometimes, like the country doctor or preacher, he got pigs or potatoes or a bale of cotton which he converted into cash. And it started him on a furrow that was tougher than any cotton field he had ever worked.

James C. Self was born in Edgefield county, South Carolina, on July 1, 1876. His doctor father died in an accident when he was only ten, and he and two older brothers struggled to wrest a living for their mother from the farm. They got what schooling they could. Jim was ambitious for more learning and managed to get into the first class of Clemson in 1893 when he was seventeen. He did not have the money to pay the modest fees, but arranged to work it out. He even dug ditches at eight cents an hour to help pay his way.

But he was forced to drop out before the next term began. At the end of a heart-breaking summer, the price of cotton dropped to four cents a pound. It was his mother's mainstay. She couldn't exist on that. Jim decided that he would have to find a job that would bring in cash. He wanted nothing more to do with cotton. He hated cotton. Cotton was the sorriest crop that ever broke a Southern man's back.

Yet cotton was to play the leading role in his life. It would take him with compulsion, beat him and flail him, knock him down and stomp him. And, in the end, yield to the one it couldn't best.

So it was due to a Cotton Depression—a devastating thing in what was then a strictly agricultural state of the Deep South—that Jim Self came over from Edgefield county to neighboring Greenwood county seeking a job. Any kind of job. And remained to industrialize his adopted home and bring it wealth. Through cotton!

He came first to Greenwood, the county seat. There was no work. After failing to get a job in every store in town, he went to the nearby community of Kirksey and landed a job in the Durst & Mathews general merchandise store. The pay was \$8 a month and board. Yet he managed to save, little by little. He met a pretty

girl, too, who helped spur his ambition. In three years he managed to save the prodigious sum of \$150. He decided that if he wanted to get up in the world the best thing to do was to take a business course. Business schools weren't on every corner then, so he went up to Richmond, Va., and enrolled at the Smithdeal Business College.

Shortly after he arrived he got his first banking experience. Uneasy over the money he had in his pocket, he went to a bank to deposit it. When an officer told him that he would have to be introduced before he could open an account, he stuck out his hand and said, "I'm J. C. Self of South Carolina."

The man whose check would be honored in any bank the length and breadth of the country today, chuckles when he recalls this instance. "And he saw I was so green, he took the money."

The next year, 1898, he returned to Greenwood with his shiny business diploma. This time he managed to get a job as bookkeeper in a hardware store at \$58 a month. He had begun to come up in the world. The next year he was hired as bookkeeper for the small Bank of Greenwood. In three more years of hard application he was made cashier of the bank. And that was the turning point in his life.

In 1908 Jim Self, still cashier of the Bank of Greenwood, was elected president of the Greenwood Cotton Mill—then gasping its last breaths. The mill's two plants had about 20,000 spindles and 250 workers between them. One plant was in such bad shape that it had to be closed down; the other had plain looms, instead of automatic, and could not therefore be competitive with outside mills. Its doom was plain.

More than this, the bank had \$40,000 of its total \$60,000 capital in a mortgage on the mill, and was forced to call it in to protect its depositors.

Jim Self, with his habit of frugality, had saved some money. He decided to take over the mill if he could borrow funds or sell enough stock to get the thing running. He hired an engineer to make a survey and the report came back: "The best thing that could happen would be for the mill to burn down."

In the face of this most any man with any business sense at all would have called it off. And, even if he were so foolhardy as to go ahead, he would have adopted a slow, safe plan for removing the debt and straightening out production problems.

But not Jim Self. As careful and conservative as he had always been in his personal dealings, he was convinced that if the mill was to compete successfully with other mills it would have to be modernized. And to produce top quality merchandise it had to have the best possible machinery.

Armed with a list of machinery needed to outfit the mill, he betook himself to New England where the best machinery was to be had. Under the existing set-up, one worker could operate only eight of the old plain looms; with the new automatic machines, one worker could alone

operate 40 to 60 looms. If he couldn't get these there was no use to attempt to operate the mill at all. It would be cheaper to close down.

He went first to the Whiting Machine Company, and was turned down flat. He went to three lesser New England machine companies and scarcely got inside the doors long enough to have his proposition heard. That left the Draper company, the best of them all—but a company with a reputation for being as austere in its dealings as its quality was high. Above all, Jim Self wanted Draper machinery.

Inwardly quaking at his successive rejections and with the knowledge that this was his last chance, he approached the icy Draper sanctum. Here, in the last place he would have expected it, he ran into his first bit of luck. The Draper business was owned by two brothers, but George operated it, while Eben was serving as Governor of Massachusetts. At the time of Jim Self's visit George was away on a trip and Eben Draper was pinching in his stead.

Governor Draper listened while Jim Self warmed to his proposition. He went into details of his plan to pull the old mill out of the hole and make it into a paying business with the aid of modern machinery. As collateral he offered an issue of preferred stock.

Draper smiled. He knew the stock as it then stood was worthless. He asked what the total indebtedness was, and Self gave a figure that amounted to \$10 for every spindle.

The Governor took Self home to dinner with him, but Jim couldn't eat very much. At the end of the evening Draper said, "Your collateral is worthless, but I'll take a chance on your integrity. Give your specifications to our engineers tomorrow."

Clouds couldn't touch Jim Self's feet as he hurried back South and plunged into reconversion of the mill. Frenzied preparations to get things in readiness when the new machinery arrived.

Then the blow fell. A letter came from the returned George Draper cancelling the whole thing. No good hard collateral—no machinery, his cold, precise letter said in effect.

For a few hours Jim Self was stunned. Then he was mad. Then he was on the train North again to face George Draper.

"He nearly scared me to death," Mr. Self recalls today. "I had heard New Englanders were cold—but they were warm compared to him."

Mr. Draper stated that it was not the firm's policy to supply a heavy order without collateral. His manner indicated that it was inconceivable that anyone in his right mind could imagine a firm of such high standing doing otherwise. And that was the end of the matter!

Then Jim Self spoke. "Your brother knew the condition of that mill when he accepted my order as your representative. The order which you now refuse to carry out."

He got his machinery.

With modernization of machinery and operating methods, and through endless

hard work, he gradually inched the Greenwood mill off to a new start. But never did a venture hang on a more precarious shoestring.

By 1912 the Greenwood mill was so firmly established that it was necessary to reopen the second plant of the old mill which had remained closed. The number of spindles was doubled thereby.

The year 1915 was a red-letter one. James C. Self married Lura Mathews, daughter of Simeon Mathews, his first employer at the general store in the little Kirksey community.

Self, while operating his mill, had continued as cashier of the Bank of Greenwood. The next year he resigned from the bank to throw his full weight into operation of the mill when his old friend, J. B. Duke, of tobacco fame, pointed out, "Jim, you'll never get anywhere lending \$50 on a blind mule."

This proved a business maxim which he has followed since.

That same year, the two plants of the mill went on double shifts.

More steady, hard plugging. Still no chance for Jim Self just to sit back and fan himself—but there was progress. Then, just as the business seemed taking hold, a new blow fell.

In 1920 the South was experiencing an economic crisis of its own. The price of cotton was again dragging the ground. As cotton went, so went the economy of the South. Prices of everything went down, down, down. There was no market for cotton goods. Southern mills, with their margins gone, were catching fits trying to operate. Many were forced to close down.

"I thought sometimes we would have to," Mr. Self said. "I believe that was the worst time in my whole mill operation. It's a bad thing to have to lay people off."

By harder dint than ever, the mill weathered the storm.

With the two plants of the mill back to normal again, and his friend J. B. Duke's shrewd business observation about "never get anywhere lending \$50 on a blind mule" in his mind—Jim Self looked around for another mill. In 1921 he bought the Ninety-Six cotton mill in the same area. It had 24,000 spindles and he enlarged it. In 1927 he enlarged his Greenwood mill. In 1930 he bought the Grendel mill, re-naming it the Mathews mill in honor of his father-in-law. He modernized this mill—but almost at once he had to expand it to double its size.

The Self mills were suddenly booming.

In 1934 Labor troubles hit the mills. The Self mills were unorganized by Labor—and, at the time the nation was sinking deeper and deeper into the big Depression, these three mills were humming. Then union organizers came in. Soon demands were made. A strike was called.

James C. Self is a big quiet man. He remained quiet then. To a labor delegation he said, "If you want to work as you did before, the mills are there. If you don't want to work, we'll close the mills

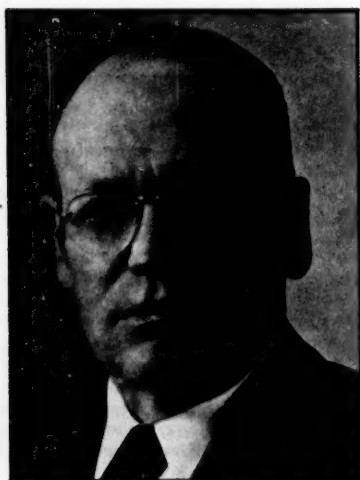
(Continued on page 50)

SOUTHERNERS AT WORK

N&W Names H. C. Wyatt Vice President, General Mgr.

Harry C. Wyatt, assistant general superintendent of motive power for the Norfolk and Western, has been named vice-president and general manager of the railway. He succeeds the late Carl H. Tabor.

Mr. Wyatt's only employer has been the N. & W. Born in Wythe County, Va.



Harry C. Wyatt

On June 16, 1902, he first worked for the railroad as a mail carrier and later as clerk at Pulaski during school vacations starting in 1916. During a later vacation he served as a helper car repairer and car repairer in Roanoke Shops. After graduation from Virginia Polytechnic Institute in June, 1924, he joined the N. & W. permanently, working first as a special apprentice at Roanoke Shops, then shop inspector in shops at Roanoke, Bluefield, W. Va. and Portsmouth, Ohio, until he was promoted to assistant foreman at Iaeger, W. Va. in November, 1929.

He was advanced to foreman at Iaeger in March, 1936 and was made assistant road foreman of engines on the Pocahontas Division eight months later. From April to August, 1937 he was general foreman at Columbus, then he was named assistant master mechanic on the Radford and Shenandoah Divisions. He was appointed superintendent of the Shenandoah Division in June, 1939, superintendent of the Scioto Division in December, 1940 and superintendent of the Pocahontas Division in January, 1942. He was named assistant general superintendent of motive power in February, 1942.

Mr. Wyatt lives in Roanoke with his wife and two children. He is a member of the Shenandoah Club, the Roanoke Country Club and is a Rotarian.

C. E. Pond has been named superintendent motive power of the Norfolk and Western Railway, a new position. The promotion of Pond, who was assistant superintendent motive power—car, follows the recent elevation of Mr. Wyatt, assistant general superintendent motive power, to vice president and general manager.

The railway also announced the following six promotions in the mechanical department:

C. S. Patton, Jr. to assistant superintendent motive power—car, succeeding Pond.

Robert M. Stickley, Jr. to assistant to the superintendent motive power, succeeding Patton.

John A. Gearhart to general foreman, locomotive department, succeeding Stickley.

William R. Kinsey to general foreman—foundry, succeeding Gearhart.

Joseph L. Stone to assistant general foreman—foundries, succeeding Kinsey.

G. A. Buck to foreman, pattern shop, succeeding Stone.

Self Named President Of Norfolk Southern

Announcement was made recently of the election of Cecil M. Self to the presidency of the Norfolk Southern Railway Co. by the road's board of directors meeting in Philadelphia.

Mr. Self has been in railroading since 1918. He has served with Southern and Midwestern roads in the maintenance, engineering, transportation, accounting, traffic and executive departments.

Before joining the executive staff of the Norfolk Southern, he held the position of chief operating officer of the Chicago, Indianapolis and Louisville Railway. Earlier he had served in several capacities with the Southern Railway.

A student of railroad reorganization problems, Mr. Self will absorb the responsibilities of his previous position of executive vice president in his new capacity as resident president.

Mr. Self is a native of Alabama and holds an LL.B. from Atlanta Law School.

Henry White Named By Tulsa Bank

Henry M. White, a former Baltimorean, has been elected a vice president of the National Bank of Tulsa, Oklahoma, following the annual meeting of the stockholders.

Mr. White had been connected with the bank previously as an assistant vice president. He left that position in 1951 to organize his own stock exchange firm.

He returned to the bank early this year. In his new position he will be in

charge of public relations and new business. As of last December 31, the National Bank of Tulsa had reported deposits of \$240,730,000.

Frisco Names Homire, General Counsel, Advances McCullough

The election of James L. Homire as vice president and general counsel of the Frisco Railway to succeed the late E. G. Nahler, was announced recently by President Clark Hungerford, following a meeting of the Board of Directors.

Homire came to the Frisco in 1949 as general attorney. He was promoted to general solicitor in August, 1950.

At the same time, the Frisco president announced the selection of John E. McCullough, now general attorney, as general solicitor to succeed Homire. Both promotions are effective immediately.

A native of Louisville, Ky., Homire is a graduate of Harrisburg Academy, Harrisburg, Pa., and the University of Chicago. He was an attorney in the law department of the New York Central Railroad from 1926-27 and in the period 1929-33 was one of two co-trustees and counsel for the trustees of the Duluth, South Shore and Atlantic Railway Company from 1937 to 1941.

From 1933 to 1937 and 1942 to 1945 he was counsel for the Federal Emergency Administrator of Public Works and special counsel and chief railroad counsel for the Reconstruction Finance Corporation. Prior to joining the Frisco he was associated with the New York City law firm of Davis, Polk, Wardwell, Sunderland and Kiendl.

McCullough is a native of Kansas and has been with the Frisco since 1942 when he started as an attorney. He was made general attorney on July 1, 1949. He is a former attorney and director of the Kansas Corporation Commission, and previously was in general law practice in Topeka, Kansas.

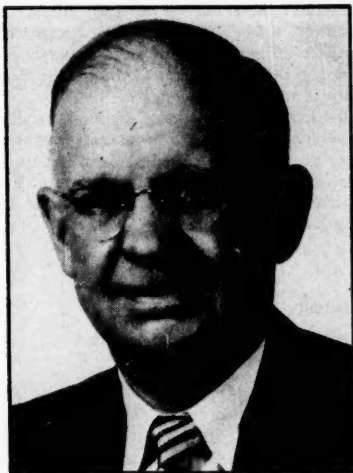
Continental National Names H. S. Foster, Vice President

Harold S. Foster, formerly assistant general manager and manager of the industrial department of the Fort Worth Chamber of Commerce, recently has joined the staff of the Continental National Bank of Fort Worth as vice president in charge of the newly-created industrial department.

Mr. Foster was born in Illinois, and is a graduate of the University of Iowa. He was associated as a staff worker in chambers of commerce in Iowa, Missouri, and Oklahoma before moving to Fort Worth in 1930 with the Morris Plan Bank.

In 1935, he became manager of the industrial department of the Fort Worth Chamber of Commerce and in 1941, was named assistant general manager.

Commenting on Mr. Foster's move to the Continental National Bank, George Thompson, Jr., president, said: "The fact that so many substantial concerns are selecting Fort Worth and its adjoining



Harold C. Foster

territory for the construction of new plants points to the fact that many national industrial companies feel that the Fort Worth area offers unusually attractive factors. Our bank feels fortunate in securing the services of Harold Foster, an outstanding and experienced man, to head its industrial department."

Burdeshaw Heads Southeast Sales for LOF Corrugulux

Ralph W. Burdeshaw, who has been for nine years active in sales of industrial resins of the Plaskon Division of Libbey-Owens-Ford Glass Company in southern states, has been named manager of distributor sales for the southeast region of the Corrugulux Division of the company.

G. D. Jefferson, general sales manager of Corrugulux Division, said the appointment of Mr. Burdeshaw is planned to provide increased service and sales activity for Corrugulux in the southeastern states where there has been much interest in the product.

Mr. Burdeshaw will have his headquarters in Atlanta, at Libbey-Owens-Ford offices in the Whitehead building.

Formerly a resident of Maxton, N. C., Mr. Burdeshaw was a foreman of plywood production with the Daystrom Corp., Daystrom, N. C., and later with the sales division of the Mill & Contractors' Supply Co., Wilmington, N. C., before joining LOF Plaskon Division in 1944.

He is a member of the Technical Association of the Pulp and Paper Industry. Corrugulux is a translucent plastic panel

reinforced with fiber glass used extensively in construction, for awnings, patio screens, skylights and similar applications.

Wharton Appointed Assistant To President by Delta

Delta Air Lines has announced the appointment of Robert H. Wharton as assistant to the president in charge of employee relations.

Wharton has been personnel director of Delta since 1945 and served in various other capacities with the airline as early as 1936. He is a native of Birmingham and was graduated in law from Cumberland University.

C. E. Woolman, president and general manager of Delta, said Wharton will supervise the various details of transferring certain Chicago & Southern Airline employees from Memphis to Atlanta after the merger of C & S with Delta, in addition to his other personnel duties.

W. T. Beebe, now with C & S, will succeed Wharton as personnel director of Delta after the merger is consummated.

Keeling Named President Of Mathieson Hydrocarbon

Thomas C. Keeling, Jr. has been appointed president of Mathieson Hydrocarbon Chemicals Division of Mathieson Chemical Corporation, it was announced by Thomas S. Nichols, president of Mathieson Chemical Corporation.

Prior to his Mathieson appointment, Mr. Keeling was assistant vice president and sales manager of the chemical division of Koppers Company, Inc., and served as a director of the chemical division, National Production Authority from September 1952 to March 1953.

Mr. Keeling is a native of Nashville, Tennessee, where he received his primary and high school education. He graduated from Massachusetts Institute of Technology in 1935 with a Bachelor of Science degree in Chemical Engineering and Business Administration.

From 1935 to 1941 he was a sales engineer with the Niagara Alkali Company. He was a Lieutenant Colonel, chief of chemical section, production division headquarters, Army Service Forces, from 1941 to 1945.

As president of the Mathieson Hydrocarbon Chemicals Division, with headquarters in Baltimore, Mr. Keeling will be responsible for the domestic and Canadian sales of all organic chemicals and for the operation of Mathieson's plants at Doe Run, Kentucky; Morgantown, West Virginia; and Niagara Falls, New York.

Clarkson Retires, Huggins Named By NC&St.L.

Mr. T. A. Clarkson, secretary of the Nashville, Chattanooga & St. Louis Rail-

way, has retired after sixty-three years of service with the road. His career has been marked with energy, loyalty and fidelity to duty.

The duties of the secretary have been combined with those of the treasurer and, pursuant to action of the board of directors, effective February 1, Mr. D. S. Huggins was elected secretary and treasurer of the company.

C&S Names J. P. Furniss Assistant Vice President

James P. Furniss has been elected assistant vice president in charge of advertising of the Citizens & Southern National Bank. Announcement was made by Mills B. Lane, president, following a meeting of the board of directors held recently in Savannah.

At the same time, Mr. Lane announced a complete reorganization of the ad-



James P. Furniss

vertising department of the bank, including selection of Burke Dowling Adams, Inc., of Atlanta and New York, as the new advertising agency for the bank.

With Mr. Furniss as liaison officer, an advertising board has been created whereon each office of the bank throughout the state will have its advertising representative, acting as local advertising manager for the bank in his city.

The individuals comprising this board will really act as representatives of their separate communities to assure that the main office will be in touch with local conditions and activities so that the bank's public information will tie in with the local interests.

Reorganization of the bank's advertising division was occasioned by the retirement of Lewis F. Gordon who has headed the bank advertising and public relations departments for the past 21 years.

(Continued on page 42)

Southerners

(Continued from page 41)

Middleton Named By DeBardeleben

Fred S. Middleton, of Birmingham, has been appointed sales manager of the DeBardeleben Coal Corporation, it was announced by Newton H. DeBardeleben,



Fred S. Middleton

president, and Alvin W. Vogtle, vice-president in charge of sales.

Mr. Middleton is a graduate of the University of Tennessee and has had a wide experience in the iron, steel and foundry industry. He assumed his new duties March 1.

DeBardeleben Coal Corporation is one of Alabama's important producers of commercial coal, coke and coal chemicals.

Goodyear Appoints Two In Southern Territory

Dan Lewis, Jr., field sales representative of Goodyear Tire & Rubber Company's chemical division, has been assigned as special representative at the division's newly established district office in Dallas, Texas, it is announced by H. R. Thies, manager of the chemical division.

Lewis will provide service and technical information on Goodyear chemical division products in Arkansas, Louisiana, and Oklahoma, as well as in Texas, Thies added.

Before joining Goodyear's chemical division in August, 1952, Lewis was employed for four years as a development and control chemist by Shell Chemical Corp. and California Research Corp.

Following a two-month training period

at Goodyear's chemical division headquarters in Akron, Lewis was assigned in October to the division's San Francisco sales office. He also spent a short time in the Chicago office. His headquarters in Dallas are at 3800 Parry Ave.

R. B. Warren has been named manager of Industrial Products departments, Goodyear Tire & Rubber Co., at Akron by H. D. Foster, manager of the company's Industrial Products division.

L. W. Adams has been promoted to Warren's former post as Southern sales manager, Industrial Products division.

Adams, who has been Pittsburgh district manager for Goodyear's Industrial Products division since 1949, joined Goodyear in 1943 as an industrial products clerk. Later that year he was assigned to the Boston district as a field representative.

Bynum to Head Packaging For Reynolds Metals

Hugh Bynum, active in sales work for Reynolds Metals Company since 1935, has been named Manager, General Packaging Market, with headquarters at the firm's General Sales Office in Louisville, Kentucky.

Mr. Bynum will handle national promotion of packaging primarily to the brewing, confectionery, textile and cleanser markets. He is well known to the brewing industry, having handled sales to the brewery industry in the East, Midwest, and Southeast.

Mr. Bynum joined Reynolds Metals as a sales correspondent in 1935. He has just been transferred to Louisville from Chicago, where he was Manager of Packaging Sales for the Reynolds Metals Central Region.

Replacing Mr. Bynum as Central Region Packaging Sales Manager in Chicago is Wharton L. (Bud) Donaldson.

Scott Paper Names Lee To Southern Sales Post

E. Brooke Lee has been named Southern Industrial sales manager for Scott Paper Company in an announcement by Vice President G. W. Pepper.

Mr. Lee joined Scott in 1940 as an industrial salesman in Philadelphia. Following two years service as a captain with the 326th Glider Infantry, he rejoined the company in 1945 as Trenton Industrial district sales manager.

He became New York Industrial district sales manager two years later, and has been Baltimore Industrial divisional sales manager since 1950.

Williams Named Washington District Manager for BFG

Harold R. Williams has become Washington, D. C. district manager for The

B. F. Goodrich Company's automotive, aviation and government division. He succeeds Fred T. Marshall, recently appointed director-Federal Government Relations of the company.

Williams has been with B. F. Goodrich for 20 years, and moves to his new post from that of special representative for the industrial and general products sales department.

He joined the company as a production scheduler and moved to the industrial products sales division in 1943. From 1946 to 1951 he served as a sales representative for BFG Chemical Company in New York and Washington.

In 1951 Williams was named special representative for the industrial and general products division in Washington, a position he retained until his present appointment. He is a graduate of Alabama Polytechnic Institute.

Lincoln Engineering Advances Three

Lincoln Engineering Company, St. Louis, announced the appointment of Mr. T. V. Picraux to the position of Production Manager of both the Company's plants, assuming full charge of the Production Department's Operating Staff and Plant facilities.

Mr. Picraux was formerly Sales Manager of the Lincoln's Industrial Division, and previous to his five years in that position, was a Production Executive. The Company manufactures Lubricant Application Equipment for all industries.

Robert E. Redenbaugh has been named Manager of the Original Equipment Division. He will direct sales of the Company's Lubricant Application devices to the original equipment market. Mr. Redenbaugh joined the company in 1942, and served in the Product Design and Sales Engineering Departments until his present appointment.

Albert J. Gruenewald is named Sales Manager of the Industrial Division. Mr. Gruenewald, formerly a Sales Engineer for the Company, replaces Mr. T. V. Picraux.

General Box Names Lloyd Sales Manager at Louisville

W. C. Embry, Vice President and Director of the General Box Company, announces the appointment of O. D. Lloyd as Sales Manager of its Louisville Corrugated Division.

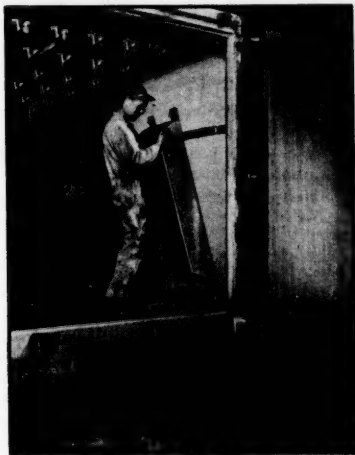
Mr. Lloyd brings many years of valuable experience in both sales and production in the Corrugated Shipping Container field. He was formerly manager of the Cleated Corrugated Department of the Cornell Paperboard Products Company of Milwaukee, Wisconsin.

He was a member of the Army Ordnance Packaging Staff during World War II. He is married and has three children.

Portable Cargo Heaters

The Rue R. Elston Co., St. Paul Minn.—Two new portable cargo heater models. The heaters can be mounted or demounted in only two minutes by one man, according to the firm.

Designed for trailer or truck van installation, all Elston Cargo Heaters are propane gas fired, self-contained, thermo-



Elston Heater

statically controlled and meet I.C.C. fluorescent cargo space heater requirements.

Model X-500 has a heating capacity sufficient for the largest trailer equipment; Model X-600 is designed to heat trucks 18 feet or less. Both consist of three basic units—a portable heater, bottle carrier and junction box.

The heater is held securely to the side of the trailer or truck body by brackets, permanently mounted on the truck wall. By adjusting two large wing nuts at the top of the heater and connecting or disconnecting the gas supply at the automatic junction box—flush mounted in the truck floor—the heater may be mounted or demounted in two minutes.

Power Shear

Hobbs Manufacturing Co., Dept. MB-1, 26 Salisbury St., Worcester 5, Mass.—The Jacques Power Shear, used widely throughout industry to cut or trim soft materials to required length, offers increased benefits never before available to manufacturers, according to the maker. "As far as we have been able to find out, our Jacques Power Shear has no competitor in its own class," says Willard H. Ware, president of Hobbs Manufacturing Company of Worcester, Mass.

While it is generally known that power cutting has greatly increased production over old hand-cutting methods, a series of specific recent improvements have enabled the Jacques Power Shear to set new standards of versatility in operation, as well as of high production at lowered cost. Among these improvements are ex-

ceptionally precise controls and a slitting attachment which have now become available for the first time.

Black Light Inspection Unit

Ultra-Violet Products, Inc., 145 Pasadena Ave., South Pasadena, California—A new, high-intensity, long wave Mineralight designed for use as a portable black light inspection lamp in scientific laboratories, and for industrial and agricultural inspection.

This Model B-50-H in an intense 100-Watt long wave ultra-violet hand lamp operating on 110-Volt AC current. Throws a powerful directional beam of long wave (3660 A.U.) ultra-violet up to 30 feet away. Will clamp rigidly to its non-tip base (containing transformer) and may be permanently locked to any desired position. Unit has easy-to-grip plastic handle, heavy 3-conductor primary and secondary cords, and is specially designed to burn cooler, assuring longer bulb life. Radiation is absolutely non-injurious, harmless to eyes or skin.

The B-50-H is useful in detecting oil leaks in machinery or on fabrics, because under activation by ultra-violet the slightest trace emits a bright glow. In addition, the B-50-H in combination with invisible fluorescent inks, dyes, or powders, can be used for valuable industrial or laboratory inspection operations, for the determination of flaws, adulteration, decay or contamination, and for the detection of improper coverage of protective coatings. Many substances, like oil and various types of decay bacteria, fluoresce naturally without additives.

Universal Loader

Baker-Lull Mfg. Co., Dept. KP, 314 W. 90th St., Minneapolis 20, Minn.—Claimed highly effective for materials handling work in snow, mud and rough terrain, the Baker-Lull Universal Loader combines a tilting tower with 10 handling attachments to service a wide range of industrial requirements.

The Universal Loader is available in three models—2500, 4000 and 6000 lb. capacities—and mounts on four national makes of industrial tractors: Case, Minneapolis-Moline, Shepherd and Oliver. Large, high flotation pneumatic tires, high underclearance and axle oscillation on industrial tractors, combined with low center of gravity and sufficient power and weight for maximum traction permit operation of the loader under extreme conditions of mud, snow and uneven ground, the manufacturer says.

Ash Cart

American Coal Burner Co., 18 E. Erie St., Chicago, Ill.—Rol-A-Way ash cart

NEW PRODUCTS

made from heavy steel for general industrial application. Scientifically constructed to receive ashes direct from the average 20" high grate line. Eliminates pulling the ashes onto the floor and then shoveling them into a container. Saves a back-breaking operation and makes the fireman's job easier. Capacity over 5 cubic feet. Handle folds down for easy access to fire door. Large wheels for safe handling over rough floors. Can double as general purpose carry-all, parts container, etc.

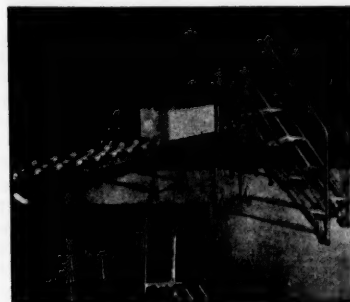
Electrode

Metal and Thermit Corporation, 100 E. 42nd St., New York 17, N. Y.—A new and improved grade E-6010 electrode. The new Murex Type R electrode has been tried with good results and excellent acceptance on such applications as: power piping, barge and tug boat construction, general fabrication of tanks and cylinders of various plate thicknesses, oil pipe lines, general shop welding and repair work.

Those who have used it commented favorably on: small amount of spatter, uniformity of arc behavior, lack of spalling, ability to take high currents without coating breakdown or change of performance as electrode is consumed, penetration without undercutting and lack of reaction pitting when using whip technique.

Conveyor Walk-Over

Ballymore Company, Wayne, Pa.—The passage blocks and inaccessibilities of areas above conveyor systems are easily eliminated by dual Ballymore Safety Step Ladders equipped with a connecting



Ballymore Ladders

walkway. The walkway can be folded up so that the ladders may be used for normal requirements when not needed to cross over conveyors.

Standard size ladders are available for practically any required height. Built of steel, Ballymore Ladders are rugged, long-lived. Two types are supplied. One has rubber tipped legs only for permanent or semi-permanent installation. The

(Continued on page 44)

NEW PRODUCTS

(Continued from page 43)

other is equipped also with casters for easy movement. These casters automatically retract when a person steps on the ladder so that the rubber tipped legs firmly engage the floor.

Heating Units

National Heater Co., Inc., 2182 Cleora Ave., St. Paul 4, Minn.—A series of compact heating units designed specifically for the requirements of central heating systems.

Termed Model "D," the compact units are designed for churches, schools, auditoriums, and offices where central heating systems are required. Multiple oversize blowers, operating at moderate speed and driven by resilient mounted motors, provide positive air delivery against the resistance of long duct runs.

Heat exchangers on the Model "D" heating unit are of welded, one-piece steel construction. Full chrome-nickel stainless steel firebox of teardrop design, streamlined headers and multiple convector tubes are enclosed in heavy casing formed to heater contour. Design of the heat exchangers utilizes the direct flame-metal-air principle of heat transfer for maximum efficiency.

Flow Control Valve

The Denison Engineering Co., 1160 Dublin Rd., Columbus 16, Ohio—A new multi-range flow control valve for metering or controlling the oil flow, in a hydraulic system, needed for a particular job. It is designed for operating pressures up to 3000 psi and offered in 2-port and 3-port types in $\frac{1}{4}$ ", $\frac{3}{8}$ " and $\frac{1}{2}$ " sizes for subplate mounting. Also with or without built-in checks.

Being of the pressure compensating type control, oil flow can be maintained at a uniform rate regardless of circuit pressure variation, insuring smoother operation and freedom from erratic motion.

Featuring a 2-way adjustable orifice, it provides not only 100% regulation of flow within a given range but also an optional choice of ranges to accommodate low or high volume systems. In addition to being adjustable in length, the width of the orifice can also be varied by turning the entire control stem upward or downward.

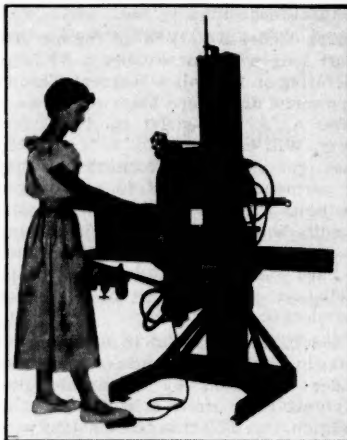
Stapling Machines

International Staple & Machine Co., 801 East Herrin Street, Herrin, Illinois—The "Staple King," a new production model in its line of retractable anvil stapling machines. The equipment is designed for simultaneous closing of tops and bottoms of center slotted cartons and partial or full overlap cartons . . .

either corrugated or fibre, at the rate of more than 350 per hour.

The patented retractable anvil feature of the stapler permits closure from the outside, after cartons are filled with merchandise, products or materials.

Air operated, the machine is semi-automatic, and stapling heads function when operator touches a foot pedal. A carton guide assists in properly positioning car-

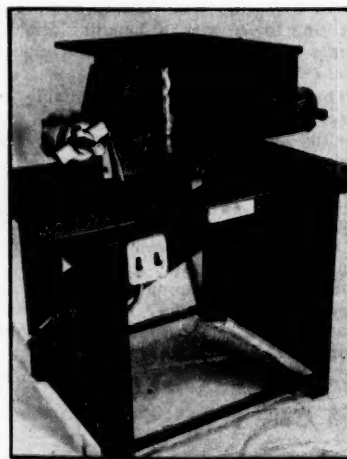


"Staple King"

tons for stapling. This guide may be adjusted to accommodate different production runs involving a quantity of cartons of a different size.

Packaging Machine

Pak-Rapid, Inc., 530 N. 21st St., Philadelphia 30, Pa.—The Auto-Pak, a new, low cost, extremely versatile packaging machine automatically forms two sheets



Auto-Pak

of heat sealing material around products, seals the four sides, cuts off and delivers a completely sealed package. The unit, which plugs into any ordinary light circuit, makes packages from 1 in. square by $\frac{1}{2}$ in. thick to 6 in. square from practically any heat sealing web including cellophane, foil, glassine, heat sealing kraft, etc.

The machine packages metal, cosmetic, electrical hardware, drug, baking plastic, rubber, confectionery, solid chemical, wire, wood, tobacco, novelty, toy, jewelry and printed products. Attachments, including belt, turret, hopper and other units are available for automatic feeding.

Speed is up to 40 packages per minute when products are hand fed. Automatic and semi-automatic feeding increases production and eliminates operator error. Change-over to different sized packages is easily made.

Metal Coating

Thompson & Co., 1085 Allegheny Ave., Oakmont, Pa.—A recently-developed addition to the "Vinsynite" group of corrosion-resistant metal coatings. Designated as "Vinsynite FS-3," the new product is a stable-type treatment formulated especially for roller coating on ferrous metals. It is yellow in color and when baked as recommended provides outstanding adhesion on ferrous metals and excellent resistance to all types of exposure.

As other types of Vinsynite, FS-3 is intended for use under top coats but will itself protect surfaces for short periods of time. In effect it chemically pretreats the metal and covers it with a thin vinyl primer film in one operation.

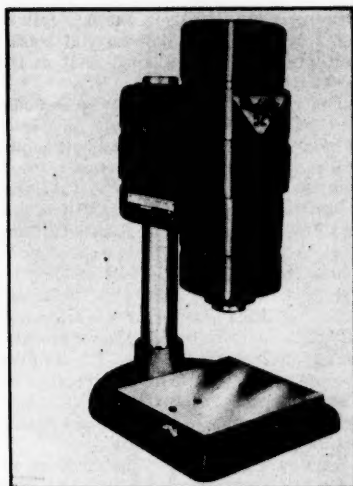
Dye Photo Copy Machine

General Photo Products Co., Inc., General Photo Building, Chatham, New Jersey—The all new "Exact-Photo-Copy" Dry Processing Unit is ready for distribution. Now there's no need for a separate printer, as this machine combines a printer with the processing unit . . . all in one compact machine. The fact that it turns out dry copies, eliminates washing, fixing, drying. There's no chemical fumes. No darkroom necessary. It faithfully copies anything typed, written, printed or drawn. Copies are error-free and legally accepted.

It is said to be extremely simple to operate. Insert plug into your electric outlet. Take material to be copied and insert it into exposure section of machine with a sheet of Number 1 paper. Exposure is completed in about eight seconds. Remove the two sheets and insert the Number 1 paper with a sheet of transfer paper into the processing section of the machine. In about 15 seconds the copy is processed, and all you do is peel apart the two sheets. You then have an exact duplicate of the original, and it's dry. Produces 60 to 90 copies per hour.

Air Impact Press

Cadillac Stamp Co., 17315 Ryan Road, Detroit 12, Mich.—The Cadillac "52" Air Impact Press. This new Cadillac "52" has versatile uses. In the high speed marking field, it gives more speed, more power, more pressure. Its speed offers up to 10,000 strokes per hour—pressure is ob-



Cadillac Model "52"

tainable up to 8 tons from 100# airline, and is adjustable from light to heavy marking. It also can be regulated to give proper ram action required for branding or color leaf marking.

Its other varied uses make it highly desirable for assembling, staking, crimping, riveting, and also for producing light stampings. The "52" can be actuated by hand, foot or electrical controls. It is safe to operate because of its well guarded construction... its lightness in weight is an important factor, making it easily movable to any place where its installation is desired.

Smooth Front Storage File

Convoy, Inc., Box 216, Station B, Canton, Ohio—A new production process has eliminated staple-stitching on the face of Convoy Record Storage Files. The result is a dimple-free, perfectly smooth front that presents a major improvement in appearance and construction.

The popular files are actually heavy duty corrugated board chemically impregnated to rock-hard strength, manufactured and marketed under the name "Chem-Board."

In announcing the face-lifting, Convoy's president Frank Dannemiller states: "We believe we've overcome the only remaining objection ever encountered—the front appearance. Convoy users have always been enthusiastic about the files' rigidity, durability, ease of operation and low cost. Now the smooth front improves mass appearance and gives a 'class' look suitable for the front office."

NEW PRODUCTS

Gearless Power-Saw

Acro Tool & Die Works, 4554 Broadway, Chicago 40, Ill.—The Acro Saw, which attaches to electric or air drills for power. The new saw is said to save much time and labor for maintenance men, plumbers, sheet metalworkers, automotive repair shops, carpenters, electricians, air-conditioning contractors, general contractors and many others.

Company officials stress the precision manufacture and gear-free construction of the unit. A specially designed wobble-shaft arrangement converts the rotary action of the drill to a fast reciprocating motion. Ball-bearings reduce vibration to a minimum. Unit attaches directly to drill spindle, or may be secured in drill chuck. Fits both $\frac{1}{4}$ " and $\frac{1}{2}$ " drills. By simply inserting saw-blade in the holder and turning on the drill, a rapid $\frac{1}{8}$ " stroke does the cutting.

Abrasive Blasting Machine

R. W. Renton and Company, 810 Addison Rd., Cleveland 3, Ohio—A redesigned Jet Blast liquid abrasive blasting machine designed to clean, finish, burr, blend or etch a wide variety of dies, molds, tools and other parts. This new machine has been engineered for around-the-clock use without costly down-time for maintenance. The liquid slurry is drawn up by siphon injection and propelled from the blasting nozzle by means of a high velocity air stream. The only moving part within the cabinet is the blower which is used to ventilate the cabinet. Consequently, there are no critical wear points which might necessitate frequent servicing.

The new Jet Blast machine features maximum versatility. It is designed to handle abrasives ranging from 60 to 5000 standard screen size, and new design permits fast change-over of abrasive slurry. Reversible pump located beneath cabinet effects complete change in less than 5 minutes. A special method of maintaining the slurry in suspension permits higher concentration of abrasive at the point of work and thereby increases speed of operation.

Metal Cutting Agent

Metalloid Corporation, Huntington, Indiana—A Dynatomic metal cutting agent, Metalloid WOS, for all machining and grinding operations, soluble in both water and oil. The product is an odorless, non-toxic, sulphur-free solublized organic condensate containing chlorine, nitrogen, oxygen and carbon in a complex molecule. The material is said to be non-staining for ferrous and non-ferrous metals except some copper and brass alloys which will discolor slightly if the

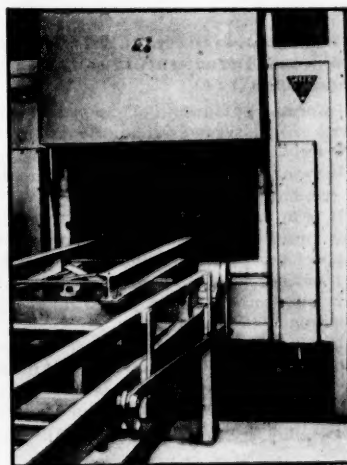
product is allowed to remain on the work for a period in excess of 12 hours. It is completely safe for use on silver and silver alloys.

Metalloid WOS functions on the Dynatomic heat-limiting principle, holding temperatures of tool and work well below critical annealing temperatures. This is accomplished by releasing free atoms at the point of cut, which unite with the active metal to cause embrittlement and reduce the plastic flow of the metal during the cutting operation. As a result, tool and work piece remain cooler; internal stress and distortion are eliminated, and surface finish quality is greatly improved.

Electric Furnace

Pereny Equipment Co., 893 Chambers Rd., Columbus 12, Ohio—A new Globar type electric furnace suited for porcelain enameling as well as a wide variety of heat treating operations, known as the Model TF-24.

The new unit has an adequate chamber size (36" wide by 48" deep by 24" high) to make it exceptionally practical for handling either large, heavy items or production quantities of smaller products. It is designed to operate at a temperature of 2400° F. with a work load of 350 lbs. of metal per hour. It is heated by Globar elements set on each side of the chambers, from front to back and is suffi-



Pereny Model TF-24

ciently powered to give extremely rapid "recovery" time after the door is opened or closed during the change of loads. The door is of counterbalanced, atmosphere-tight design, and is operable by a foot-controlled air cylinder.

The over-all size of the unit is 77" wide by 71" deep by 80" high and is of all-welded construction.

Experience

(Continued from page 31)

ishing fact that approximately 40 per cent more land area and about 20 per cent more industrial capacity will be added to the tax rolls to share the diminishing tax burdens, local, state, and Federal.

Can the "Proposed 23rd Amendment" yield other benefits?

Decidedly yes.

As corporate taxes could be materially reduced under the proposed amendment, the price of things could come down, increasing the purchasing power of the dollar. Thus, each citizen receiving a larger number of dollars, and each dollar having greater purchasing power, could provide for the greatest era of increasing standards of living in our history.

With fewer restrictions, less political domination, fewer forms to fill out, less political intimidation and compulsion, and more of the feeling of self-respect and self-reliance, American incentives and genius would go to work again.

The rights of contract through mutual agreement between buyer and seller, employee and employer, producer and consumer, landlord and tenant, would again be a reality as political participation in these intimate private affairs end and the basic, authorized, and natural governing functions of government are revitalized.

Reduction in controls, reduction in political corruption, reduction in political attacks upon private property and private enterprise, and reduction in tax load will combine to induce an increase in personal incentives, in opportunities, in self-determination and esteem—the elements which produced the greatness which is America.

What needs to be done to add this "Proposed 23rd Amendment" to our national Constitution?

Informed public opinion, forged on the anvil of widespread public discussion, is the only possible method of achieving this return to our traditional principles of economic freedom.

It is up to us, and each of us, through our business and social connections, to support every possible means to promote a thorough and complete discussion of this question of public policy in every community in this nation.

It is a relatively simple task to outlaw the practices of Socialism, and to attain all the great benefactions of economic freedom and tax reduction to be derived by adding the "Proposed 23rd Amendment."

It should be very easy for a people who know freedom, who created a Constitution and Bill of Rights, who had the logic, perseverance, and wisdom necessary to produce railroads, automobiles, airplanes, radio, television, and ten thousand other miracles.

We need but one thing—informed public opinion focused upon this basic question of public policy. Such public opinion can only be forced on the anvil of public discussion in every community.

We Americans know these facts. Our entire national history proves that we know it. By fairly facing our problem, and its logical solution, our position simmers down to some very basic equations.

We know what's wrong. We know what to do to control and correct what's wrong. We know the benefits awaiting us when we apply the corrective of the "Proposed 23rd Amendment" which provides that "The government of the United States shall not engage in any business, professional, commercial, or industrial enterprise in competition with its citizens except as specified in the Constitution."

There is but one more question—have we the will and the energy to do the job?

"Experience hath shown that mankind are more disposed to suffer, while evils are sufferable, than to right themselves by abolishing the forms to which they are accustomed. But when a long train of abuses and usurpation, pursuing invariably the same object, evinces a design to reduce them under absolute despotism, it is their right, it is their duty, to throw off such government, and provide new guards for their future security."

—THOMAS JEFFERSON in "Declaration of Independence."

Blue Book

(Continued from page 27)

These are outstanding gains and if continued could in time bring about considerable Southern diversification. As conditions now stand, however, these Southern industries constitute such a small prorata of the Nation's total as to have only minor effect upon the general averages.

Another point that cannot be overlooked has to do with Southern income relative to that of the United States.

Income figures have not yet been completed for the *Blue Book* and results for 1952 therefore cannot be quoted at this time, but the process is far enough along to indicate that the South is continuing to inch up on the national average.

But until income figures for the Region are brought much more nearly in line with those of the entire United States it would be unsafe for any Southerner to assume that his economy is all that it should be.

To summarize an answer to the opening inquiry it is probable that no better could be devised than the following:

The South is moving forward commendably but still has considerable distance to go before Southerners can be completely satisfied.

SASI Chairman Sets Meeting Warns Against Complacency

Trustees of the Southern Association of Science and Industry, foremost regional development body, will hold their annual meeting in New Orleans on April 22, it was announced by Dr. M. P. Etheredge, Chairman of the Board. Dr. Etheredge, who is Dean of Science at Mississippi State College, said that the SASI Trustees would meet on the day following a special regional industrial wastes conference to be held April 20-21 at the Hotel Roosevelt.

The SASI Board of Trustees includes some 80 Southern leaders in the fields of industry, science, education, and public affairs. Current officers include: President, James F. Crist, who is President of the Gulf Power Company, Pensacola, and Vice President of the Southern Company, Birmingham; Vice President A. P. Black, Head, Department of Chemistry, University of Florida; Vice President Frank J. Soday, Director of Research, Chemstrand Corporation, Decatur, Alabama; Secretary George D. Palmer, Chemistry Department, University of Alabama; and Treasurer Alva G. Maxwell, Vice President, Citizens and Southern National Bank, Atlanta.

Chairman Etheredge said that the officers of the Association would be asked to make comprehensive reports on steps being taken to further the industrial progress of the South. "This is no time for complacency," he warned, stating that the South will have to exert a maximum effort to maintain the pace of current progress.

"The South must realize that its position relative to other regions is far different from that of the early thirties," Dr. Etheredge said. "In the early 1930's nobody worried about the South as big-league competition. We were considered the nation's number one economic problem. Today, however, we are competing for leadership in many industrial fields and moving up rapidly in others. Because of our gains, industrial development groups in other regions are stepping up their activities. If we want to continue to move up, we cannot relax."

Taxes

(Continued from page 26)

proprietor who lacked either the will or the ability to add to his fortune." Apparently, as we interpret the statement, the capital gains tax in some respects goes even beyond the objectives of the British Socialists, or at least carries with it certain disadvantages to which they do not wish to subject their own economy.

We have quoted at this length from Mr. Jenkins because we feel it is important to bring out at this time an up to the minute attitude of a leading socialist towards the capital gains tax as a means of bringing about the leveling down process which has been so dear to the heart of the Fabians in Great Britain and which unquestionably has been one of the left wing goals in the United States.

"Hello, Mother! It's Me!"



"Thought I'd call you up and find out if you arrived OK.

"No, it didn't take long. Seemed like I'd just given the operator the number when I heard your voice.

"Good thing I remembered to jot down Aunt Sue's number when you were there the last time."



**YOU'LL FIND THIS IS A GOOD
IDEA FOR YOU, TOO...**

Call By Number

You save time on out-of-town calls when you give the Long Distance operator the number you want.

So here's a helpful hint. Write down the out-of-town numbers you already know. If there's a new number you don't have—or an old one you've forgotten—be sure to add it to the list when the operator gives it to you.

The Bell Telephone Company in your community will gladly give you a free Telephone Numbers Booklet.

BELL TELEPHONE SYSTEM... LOCAL to serve the community. NATIONWIDE to serve the Nation.



Strietmann To Build Bakery in Macon

The Strietmann Biscuit Company of Cincinnati, Ohio, an operating division of the United Biscuit Company of America, has announced its intention of locating a large cracker and biscuit plant on Mead Rd., Macon, Georgia. The new bakery, one thousand feet in length and containing over 160,000 square feet of floor space, will embody the latest and best in bakery equipment.

Pneumatic flour handling equipment will be used, in conjunction with other bulk materials handling equipment. Ovens of 300-ft. length, fully automatic, will be installed. The plant will have an ultimate capacity well in excess of a million pounds of biscuit products per week.

The plant is being designed and constructed by the Rust Engineering Company, Birmingham, and is scheduled to go into operation early in 1954. Present plans call for the employment of approximately 200 people at the start of operations. Mr. Joseph O. Emmett, present Strietmann Traffic and Service Department Manager, will be resident general manager of the Macon bakery.

The Strietmann Biscuit Company was founded in Cincinnati in 1860 by Mr. George H. Strietmann, the father of the present Chairman of the Board of Strietmann's and of the United Biscuit Company, Mr. Albert P. Strietmann.

The company moved from its old 12th St. plant in Cincinnati to its present plant in Mariemont, Ohio, in 1942. While the Mariemont plant provided double the capacity of the 12th St. plant, it is now unable to meet the demand for Strietmann products. Today, through a system of 14 distributing branches, Strietmann crackers and cookies are sold directly to the retail trade in Ohio, Kentucky, Indiana, West Virginia, Virginia, North and South Carolina, and parts of Georgia. The new Macon plant will furnish added production facilities to serve these areas.

The 27-acre tract of land that Strietmann has purchased for its new plant was acquired from the Empire Land Company, Macon, negotiations having been handled by Mr. Harrel Perkins, Vice President of Empire Land Company, Mr. George Strietmann, President of The Strietmann Biscuit Company, and Mr. Tom Green, of the Macon Chamber of Commerce. (See picture on page 37.)

Luria Completes Plant For Geigy Company, Inc.

A 12,000-square-foot addition to the Leland, Miss. factory of Geigy Company, Inc., manufacturer of pharmaceuticals, insecticides, agricultural chemicals and dyestuffs, has just been constructed by the Luria Engineering Company.

The addition is a standardized one-story, steel-frame structure that is 100 feet long. It has three clear-span bays

of 40 feet each. It is 16 feet high to the eaves and has corrugated steel sides and roof.

Naugatuck Chemical Expansion Program Well Underway

In the summer of 1950 the Naugatuck Chemical Division of the United States Rubber Company was called upon by Reconstruction Finance Corporation to reactivate and operate the government-owned synthetic rubber plant at Port Neches, Texas. The plant had been placed in "stand-by" in 1947.

Reactivation and modernization was completed in record time and the plant began to produce rubber in October of the same year. The labor contract for this job was awarded to the Carruth-Dishman Corporation of Beaumont.

In 1951 the Tellepsen Engineering Company of Houston, in cooperation with Mr. A. M. Smith, Plant Engineer, and his staff, drew plans for the expansion of production capacity and the conversion of the plant to produce "cold" rubber. The construction program got under way early in 1952 with the major labor contract being awarded to the Carruth-Dishman Corporation of Beaumont. Blanton Electric Company and Sabine Insulation Company are the labor contractors for electrical and insulation work.

Changes and installations will increase the production from 80,000 long tons per year of GR-S all purpose rubber to 90,000 long tons per year of GR-S "cold" rubber. The manufacture of this new product requires the removal of great quantities of heat generated by chemical reaction. This will be accomplished by the installation of an ammonia refrigeration plant equipped with three 1100 horsepower Ingersoll Rand gas engine angle compressors, each having 1000 tons refrigeration capacity. These units are installed in a newly constructed building separate from the main plant buildings.

Reaction kettles have been converted from water cooled jackets to direct expansion of ammonia in internal coils.

The hydrocarbon recovery system has been redesigned to take care of the additional load, of which the principal installation is 6-600 C F M compressors and 12-H7 Nash vacuum pumps to obtain better vacuum conditions.

Four new 60,000 gallon steel latex storage tanks will take care of the additional in-process material. A new laboratory building located adjacent to the Processing Buildings is also a part of the conversion program.

Construction of a new building to provide storage space for 4,400,000 pounds of baled rubber is underway and will be completed early this year. Construction will be aluminum siding and roofing on steel columns and truss framing. The Farnsworth & Chambers Construction Company of Houston has been awarded the contract for this project. (See picture on page 37.)

Awards

(Continued from page 33)

His statement said that after the end of June "if the necessary statutory authority is provided, materials controls will be used vigorously to assure completion of the military build-up but general distribution will be directed only of scarce and critical items essential to the national defense."

Two directives of the National Production authority practically freed civilian construction projects of government regulation. One amendment of C.M.P. Regulation 6 relieves the industry of applying for authority to commence of continue civilian construction projects. A revision of Regulation 1 permits sellers to accept orders for controlled materials after elapse of time required for honoring rated orders.

A statement issued by the Associated General Contractors of America says "owners, with the advice of their architects, engineers and general contractors, can determine whether or not they can secure the materials necessary for their projects and can proceed without the necessity of government permission."

"This will likewise stimulate the advance planning of both public and private construction projects to be undertaken at times the government bodies or owners consider most appropriate, without recourse to the federal government."

"Most construction materials have become readily available and others are expected to become so in the near future, so that the necessity for controls has passed. It is sound government procedure to remove the controls when they are no longer needed."

On the Eisenhower policy to review the federal budget, the national contractors' organization expressed the belief that it "sound procedure to examine all public works and other federal expenditures and proceed only with projects which are clearly essential, and to employ on them the strictest standards of economy."

From Atlanta comes the report that prices of building materials in that area remained unchanged during February. Of forty-four commodities included in the survey of dealer-to-contractor prices, thirty-three were unchanged from January 4 were lower; the remaining seven items advanced during the month.

Seven of thirteen items in the plumbing and heating materials group showed changes during this period. Increases were reported for bath tubs, up one per cent; laundry tubs and sinks, up three per cent; and boilers, up five per cent. Galvanized steel pipe and lavatories dropped fractionally, and combination closets were off five per cent, as compared with prices in January.

Other changes noted during February were for turpentine and linseed oil in the paint and paint supplies group which advanced about two per cent and interior-type plywood, which was up fractionally. Common building brick prices declined two per cent during the month.

WIDE OPEN SPACES



**Inside
and
Out!**

International Minerals and Chemical Co. plant, Bonnie, Florida. Intricate 3-hinged arch construction made possible this unobstructed clear span 600 feet long, 200 feet wide, 60 feet high at apex. Rust Engineering Co., general contractors. Structural steel fabricated by O'NEAL, 1370 tons.



The Trend is South—for **SPACE to GROW!**

For wide open spaces **OUTSIDE**, International chose the South. The South has space for buildings like this—they go up fast to give industry more space in a hurry. The South gives industry space to stretch and breathe, space to work and grow.

For wide open spaces **INSIDE**, International chose **STEEL**. No other type of construction provides so great an unobstructed clear span of working space (120,000 square feet here). For space inside, for structural soundness and endurance with least maintenance expense, nothing equals **STEEL**.

O'NEAL STEEL WORKS

Birmingham 2, Ala.



James Self

(Continued from page 39)

until you're ready to return. We're not mad at anybody."

The issue was organization.

Young hot-heads were for forcing issues with a strike.

Older heads were for keeping the mills operating.

The strife continued, growing more bitter every day. The mills stood by. Finally they were forced to close.

Jim Self made no effort to reopen them. Each day he went to his office and worked at his battered old desk on plans for expansion when the mills reopened. He believed in his people. And waited.

In thirteen weeks the strike was over. It was a bloodless victory. All talk of unionization had gone by the board. Today, the Self mills are still non-unionized, though the workers have the recognition of being the highest paid, and having more benefits, than any mill workers in the nation.

The next year, during the very depths of the Depression—the Self mills went to three shifts a day. While most other plants were retrenching, or closing altogether, the Self mills were expanding. The major expansion of the Mathews mill—the world's largest spun rayon mill—was made during 1937. Some manufacturers were so surprised at any person placing orders for machinery at this time that they concluded that Mr. Self must either be crazy or joking, and did not even answer his inquiries.

It was at this time that he began his mill villages, which have won fame as "the world's finest industrial communities."

Today there are well over 2,000 houses located on spacious landscaped lots on paved streets. The houses are brick with hardwood floors and tiled bathrooms. The porches and roofs are also tiled. Outside appraisers estimate their value at \$10,000 to \$25,000. They rent to company employees at \$10 a month for a five room, one bath, house; or \$15 for a seven room, two bath, house.

Each house is arranged with electrical labor-saving devices. A company maintenance crew keeps up all sanitation and utilities service, keep the house in repair—painting and renovating at regular intervals. For free. Should the plumbing spring a leak at any time, or the closet door get jammed, all the housewife has to do is to call the company utilities to get repairs in a jiffy. And no bill to follow. The company also maintains two complete laundries with pick-up and delivery service. This also is free.

In house-building the women are consulted. The room arrangements, closets and utilities have reached a peak of convenience and attractiveness through their suggestions. And they are proud of their homes.

One day a disgruntled worker threw up his job and quit. The man had been with the company a long time and the fore-

man tried to reason with him to keep his job. But he got his pay and departed. The next day he was back. The foreman said, "Thought you wouldn't work here?" The man looked sheepish, "I know—but my wife won't move!"

It was also during the years of the Depression that Mr. Self started a kind of back-to-the-farm movement of his own. The company built houses, each on several acres of land, just outside of the town and sold them to workers at cost, on easy terms. After his day's shift at the mill, the worker could cultivate his own garden and raise his own chickens.

The countryside outside Greenwood today is dotted with these pretty little white clapboard homes and well-kept acreage.

To his thousands of mill workers, Jim Self is one of themselves. Some of his long-time workers call him "Bub." There are a lot of these old-timers, too. In fact, more than 400 of them wear gold watches as members of the "Quarter Century Club," an organization of 25-year workers. Each year a big company banquet welcomes the new members into the club.

In 1948 James C. Self—who had encountered such heart-breaking difficulties in financing the old bankrupt Greenwood mill—astonished the industrial world with announcement of a \$20,000,000 expansion program for his mills, *without outside financial assistance*.

Then he calmly began the undertaking.

The \$6,000,000 Harris plant was begun that year—to weave such synthetic yarns as viscose rayon, nylon, cymramonium, orlon, and others which make up the family of these yarns. Production began in July 1950. The plant was named for J. B. Harris, who worked from scratch with Jim Self in the growth of his mills. The dedicatory plaque in the mill foyer says "In appreciation of his many years' service to this company and in recognition of his great personal achievement." Mr. Harris is vice-president of the Self organization.

The Harris mill, set in spreading lawns, is beautiful outside and beautiful within. It has a floor area of more than 206,000 square feet. The walls are of face brick on the outside and glazed glass on the interior, with fiber glass between for complete insulation. Air conditioning provides year round comfort. Fluorescent lighting furnishes as much illumination as would be required for 2,000 small homes.

In the Mathews mill area, the company had already graded eleven acres of land and deeded it to the county on which to build a grammar school. Now, in the Harris mill area, the company went farther. It built a \$250,000 grammar school which it gave to the county for operation. The school, though with a capacity of only about 300 pupils, is so modernistic in architectural details and educational facilities, that educators are coming from all over the nation to see it.

An integral part of the \$20,000,000 expansion is a \$4,000,000 Self Memorial Hospital, which opened in November 1951. It is a 179-bed hospital, and is regarded as one of the most beautiful and modernly-

equipped of medical institutions. It is a memorial to Mr. Self's doctor father and brothers.

In 1939, before the big expansion program was announced, James C. Self built the beautiful Callie Self Baptist Church as a memorial to his mother. Two years later he heard the carillon bells at the Dutch exhibit at the New York World's Fair. When the fair ended he purchased the bells and installed them in a carillon tower in the rear of the church. He persuaded H. T. Van Bergen, who was in charge of the carillon and who came of a famous family of Dutch bell forgers, to come down to Greenwood to install the bells. He also arranged with Van Bergen to order 12 more bells from Holland, the largest of which was to weigh a ton and a half.

Now, the Master bell forger, with American citizenship papers, heads the foundry that is maintained in connection with the mills. In addition to his work at the foundry, he plays the bells regularly each Wednesday and Sunday—and, naturally, on holidays and special occasions.

In addition to the Callie Self Memorial church, the company has just completed two handsome churches, a Baptist and a Methodist, in the Harris mill area. And for the convenience of the workers, two branch banks of the Bank of Greenwood have been built and opened in the area.

The women for some years back have had their own Woman's Club building, also built by the company, where they held their meetings of one kind or another, gave their parties, or met their friends. They use it more frequently now—for, since the men have come back from the war most of the women have quit their jobs. During the war, when the women took over the men's jobs, a full time nursery was maintained to look after the children.

In connection with the Harris plant, a modernistic shopping center has been constructed on what might in other years have been called the "village green." This shopping center, purely for the convenience of the mill workers, includes a gas station, restaurant, barber shop, beauty parlor, branch bank, post office, and a supermarket.

Right now, the workers are excited about the new \$6,000,000 mill as if it were their own.

Two were watching the steel framework go up.

"Ain't that going to be a honey?" one said to the other.

"Can't be as fine as Harris," the other replied.

"What you talking about, boy?" the first cried. "Everything 'Big Jim' builds just naturally got more of it, and better what it's got, than the one before."

That reflects the attitude of the workers towards the head of the Self mills.

The mills reflect the standards which Jim Self has set: "To get a quality product you must have a good organization, good equipment—and good cotton!"

Cotton has redeemed itself since the time the ruined crop drove young Self to town to hunt a job that would pay him cash, and had nothing to do with cotton.

Florida P&L Announces \$33 Million Program

New construction expenditures for the coming year of \$33,000,000—more than \$5,000,000 greater than had been anticipated—were approved early in February in Miami by the board of directors of Florida Power & Light Company.

Much of the new program will be devoted to expanding and strengthening the "pool of power" and network of transmission lines that serve fast growing Florida, according to FP&L President McGregor Smith.

Included is a cross-state transmission line to connect the East Coast directly with the lower West Coast. This will permit interchange of power between the areas and further bolster the power supply.

Also approved was the purchase of a new 135,000 kilowatt generating plant to be installed in time for the 1955-56 season. It will be by far the largest generator in Florida, will dwarf the three big 80,000 kilowatt units now in service and under construction.

"We see no reason to doubt that Florida will continue to grow even faster than we had anticipated," Smith declared. "Therefore, we are raising our sights to make certain vital electric power will be available for the new homes, industries and expanding business our population growth requires."

In addition to upping the year's construction expenditures by \$5,000,000 over long-range estimates made a year ago, the installation of the 135,000 kilowatt generating unit was pushed up sooner than had been anticipated, tangible evidence of the company's confidence in continued rapid growth of the area.

This places FP&L's expansion well ahead of schedule on its \$332,000,000 10-year program.

Of the \$33,000,000 approved by directors for this year, some \$22,000,000 will go for the improvement and expansion of distribution and transmission lines, the installation of substation and other facilities to further strengthen the company's system and serve new customers; \$8,000,000 will be spent on new generating equipment, including a new 80,000 kilowatt unit under construction at the Riviera Beach plant near West Palm Beach, and \$2,000,000 plus will be spent on improvements and additions to gas plants and other facilities.

This huge power program, biggest in the company's history, however, is not designed to supply electricity for house heating during cold snaps. There are not enough cold days to justify it, Smith pointed out.

"We are determined to provide plenty of electric power to meet the needs of Florida's growing population and its expanding business and industrial economy," Smith said.

To help finance the program, FP&L directors authorized \$20,000,000 of new financing, \$5,000,000 of 4½% preferred stock and the sale of \$15,000,000 additional first mortgage bonds.



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... where today, on the Golden Anniversary of the First Flight, industry continues to enjoy the advantages of easy-to-get-to isolation.

Your plant in North Carolina is "accessible" to a large, dispersed labor force . . . raw materials . . . abundant power . . . the world's major markets. Yet, there is "isolation" from dangerous congestion, crowded living conditions and unstable labor.



For a list of industrial sites and buildings and other information, communicate with

DEPARTMENT OF CONSERVATION AND DEVELOPMENT, RALEIGH, N. C.

More Electronics Plants For North Carolina

Electronics plants in North Carolina, known as the nation's leading manufacturer of textiles and tobacco, are increasing rapidly. Six large companies began operations in or started construction of new facilities in the State last year. They will employ approximately 9,000, according to Paul Kelly, head of the Division of Commerce and Industry of the Department of Conservation and Development.

All of the plants are located in or near cities in which important textile or tobacco industries, or both, already existed. This diversification was a feature of North Carolina's industrial expansion in 1952, which ran the scale from arms (expansion of the Oerlikon plant near Asheville) to zippers (establishment of plants by Talon, Inc., at Woodland, Belmont and Stanley).

Principal additions to North Carolina's electronics roster during 1952 were:

International Resistance Company of Philadelphia, Pa., has under construction a \$200,000 plant at Asheville that will initially employ 225 persons and plans to expand gradually to about 500. This firm manufactures resistors used in electronic and electrical devices to limit and control electrical current.

Western Electric Company has under construction a plant near Winston-Salem that will cost around \$4,250,000 and will employ approximately 2,500 production employees. This plant will manufacture electronic equipment for the armed forces for which it holds government contracts. Western Electric now operates 4 major plants in Winston-Salem, 1 in Greensboro and 1 in Burlington. The total employment in all of their North Carolina plants is around 10,000.

Sylvania Electric Products, Inc., of New York purchased a 55,000 sq. foot cabinet plant in High Point to manufacture cabinets for television sets, employing approximately 200 persons. Plans call for the assembly of complete television sets here at a later date.

Cornell-Dubilier Electric Corp. of Plainfield, N. J., plans to construct a 275,000 sq. ft. airconditioned building in Sanford which will employ more than 2,000 workers. This electronic concern will manufacture capacitors to be used in automobile ignition, radio, television and in equipment for the armed forces. The decision to locate in Sanford was based on the success of the company's other southern plant, now in operation in Fuquay Springs.

Westinghouse Electric Corp. is now grading a site on which to construct a multi-million dollar watt meter manufacturing plant on a 100-acre site near Raleigh. The plant will employ around 2,500 workers, and it is estimated that the investment will be around \$12,000,000.

General Electric Company began operations in its electric blanket and heating pad plant in Asheboro recently. When this plant reaches full production it will turn out \$46 million worth of merchandise a year. The initial 300 workers will be increased substantially in the future. The modern 134,000 sq. ft. plant houses the entire operations for both electric blankets and heating pads and has a payroll in excess of \$1,500,000 a year. G. E. has had a small but highly successful operation at Goldsboro for several years.

Industry Cites CP&L For Honor

Carolina Power & Light Company is one of five power companies in the nation being considered for the annual Charles A. Coffin award, the most coveted honor in the electric industry, it was revealed on February 10 in New York City by B. L. England, president of Edison Electric Institute.

The five were singled out for outstanding achievement in 1952 from a total of 23 previously cited by a nominating panel representing every section of the United States. In addition to CP&L, they are Arkansas Power and Light, Detroit Edi-

son, Electric Energy, Inc. (a five-company syndicate) and Pennsylvania Power and Light.

The reviewing committee said of Carolina Power & Light Company: "Vividly redemonstrating the basic private utility concepts of community service and public responsibility—an able, aggressive management led its organization in a highly successful campaign of civic betterment and state development, meanwhile extending to a large new territory the benefits of better electric service at substantially lower cost."

This alluded to sponsorship of the "Finer Carolina" contest, merger of Tide Water Power Company into its system and reduction of rates in the old Tide Water area. Similar references appeared last week in the citation of Louis V. Sutton, president of CP&L, as winner of the N. C. Society of Engineers' award for "outstanding engineering achievement" in 1952.

Judges for the Coffin award will be Dr. James R. Killian, president of Massachusetts Institute of Technology; C. W. Kellogg, past president of Edison Electric Institute; and Mr. England. The winner will be announced and the award presented during the Edison Electric Institute's annual convention in Atlantic City next June 1-4.

The Coffin award was established 31 years ago by the Charles A. Coffin foundation, in the name of the first president of the General Electric Co., to be given annually "for distinguished contribution to the development of electric light and power."

International Glass Buys Perrault Glass Fiber Corp.

International Glass Corp. has recently purchased all the plant facilities and equipment of the Perrault Glass Fiber Corp. in Newport, Arkansas—for over five years one of the world's two largest manufacturers of pipe wrap for the oil industry. The new acquisition, plus the Los Angeles Company's two other plants in Puente and South Gate, California, will place International Glass among the Country's foremost glass fiber and optical manufacturers. Executive offices and research laboratories of the Company are located at 8715 West Third Street, Los Angeles, California.

Roy J. Scott, President of International Glass Corp., announces that full production at the Arkansas plant will be resumed shortly. At the present time, engineering improvements are being made to produce a more complete line of products.

The plant produces glass fiber and glass fiber pipe wrap, outer wrapping for pipe, roofing material, battery retainers, battery separators, irrigation canal liner, which has recently been tested in the California desert and found ideally suited for the purpose.



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Aluminum, Babbitts, Brass and
Bronze Ingots, Lead, Lead
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Universal Concrete Opens Miami Plant

More than 500 civic officials, engineers, architects and contractors attended the opening of Universal Concrete Pipe Company's Miami-area plant several weeks ago.

"The Vagabonds" headlined an entertainment program following a tour of the newest Florida facility for manufacturing concrete products. Visitors inspected a large steel frame building where plain pipe is made in diameters from 4 to 24 inches and reinforced pipe from 24 to 156 inches in eight-foot and longer lengths. In addition, the plant will manufacture Flexicore roof and floor slabs and other precast concrete products to serve southern Florida below Lake Okeechobee.

The new Universal plant, 1525 Stirling Rd., Dania, is the 26th in a network that extends through eastern and southern U.S.A. It is equipped with modern machinery made at Columbus, Ohio, home of the company, world's largest manufacturer of concrete sewer and culvert pipe. Its sales and production are linked with Universal's other Florida plants at Ocala and Tampa and sales offices at Tallahassee and St. Petersburg.

H. X. Eschenbrenner, president of the company, and H. E. Eschenbrenner, executive vice president, welcomed the guests. Also present were Universal officials from other states. W. M. Lafferty is manager of the new plant, with Francis Aumand, office manager. John A. Harris, Universal's district sales manager who maintains offices at Tallahassee, will direct sales.

National Container Begins Construction of New Mill

National Container Corporation has announced that the erection of steel has started for its new \$25,000,000 pulp, board and paper mill under construction near Valdosta, Ga.

W. T. Webster, vice president in charge of the projected 500-ton per day mill, said that practically all foundations for buildings and equipment are completed or are in process of being formed and poured.

Several million dollars have been spent thus far in clearing and preparing the 250-acre mill site, preparing the primary ponding area, drilling of water wells, building roads and railroad extensions to the property, and other essential operations preliminary to the actual start of construction of the mill proper.

Construction schedules call for the completion of the entire project before the end of this year. When in operation, the new mill will increase National Container's pulp, board and paper making capacity by fifty per cent, providing this additional supply for National's fourteen box making shops. The company now operates five other mills.

DIXI STEEL

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New Tank Size

4 FT. WIDE
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Double-dipping affords
accommodations for pieces
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Manufacturers, fabricators, users of steel products: let us give you complete information about these new facilities which have greatly increased our capacity, provided for a more uniform and cleaner job, and made it possible to accommodate items of larger size.

Let us tell you how little it costs to improve the appearance of your steel products and give them years of added life.

Write, wire or phone us today for quotations on this superior service. Please give details about materials, including all dimensions.



If it's exposed to rust—hot-dip galvanize it!

FABRICATING DIVISION

Atlantic Steel Company

ATLANTA, GEORGIA • EMERSON 3441

BUSINESS NOTES

Pfandler, engineers and fabricators of corrosion resistant process equipment, has announced that its Philadelphia office has been moved from 1213 Commercial Trust Building, Philadelphia, to 29 Bala Avenue, Bala Cynwyd, Pennsylvania. The move was effective February 10. The new telephone number is WEch Valley 4-3110. The home office of the firm is at Rochester, New York.

Glazer Steel Corporation, New Orleans, Louisiana, has announced the new location of its offices and plant at 1556 Tchoupitoulas St., P. O. Box 867, New Orleans 13, La. The telephone number is EXpress 2761.

The **Century Electric Company**, St. Louis, Mo., announces the appointment of **J. Morton Hicks** as district manager of the firm's Philadelphia office.

Prior to his assignment Mr. Hicks had been serving this area as a Century motor application engineer since 1924.

Mr. George H. Pechin who has represented Century in Philadelphia for more than forty years is being relieved of his responsibility but will be available in a consulting capacity.

General Combustion Co. is the new district representative of **Eclipse Fuel Engi-**

neering Co., covering the states of Alabama and Northwestern Florida. **Mr. Frank Matzek** and **Mr. Charles Herron**, with offices at 339 Brown Marx Building, Birmingham 3, Alabama, will handle sales and service for the complete line of industrial furnaces, combustion equipment, steam boilers and Dowtherm heating equipment manufactured by the Rockford, Illinois, firm.

Whiting Corporation announces the removal of its **St. Louis District Sales Office** from 3238 Olive Street, St. Louis, Missouri, to 567 North and South Road, University City 5, Missouri. Phone Volunteer 3-6600.

Mr. F. P. Walsh, Manager, is assisted by **Harold Schall** and **Felix Mackiewicz**. The St. Louis office territory includes the states of Missouri, Arkansas, Kansas, Oklahoma and Southern Illinois.

Mr. Walsh and his staff are responsible for the sale of all Whiting products in this territory, and also have supervision of all distributors and dealers in connection with the sale of Trambeam monorail systems, electric chain hoists and Track-mobiles.

Appointment of **Thomas F. Sears Company**, 4085 Valerie, Bellaire, Texas, as exclusive representative to handle sales

and engineering service of the complete line of Pioneer and Rollway centrifugal and positive displacement pumps for the states of Texas and Louisiana, has been announced by **J. R. Griffith**, General Manager of **Pioneer Pump, Division of Detroit Harvester Co., Detroit, Mich.**

Sears, who heads the organization, previously has been associated with **Allis-Chalmers Mfg. Co.** and with the **Kaylo Div. of Owens-Illinois Glass Co.** as Regional Supervisor of Sales over their St. Louis, Oklahoma City and Houston, Texas, offices. His wide experience in sales and engineering service to the general manufacturing industry throughout the Gulf States area qualifies him to render effective technical assistance on present and new applications of Pioneer and Rollway pumps, according to Griffith.

CAB Approves Delta Aircoach Service Application

The Civil Aeronautics Board approved an application of **Delta Air Lines** to inaugurate aircoach service on March 1 between Atlanta and Dallas via Birmingham, Jackson, and Shreveport.

New **Convair 340** equipment is being used, according to **L. C. Parker**, vice president—traffic and sales. It is believed that this is the first time **Convairs** have been used for aircoach service and special CAB permission was obtained.

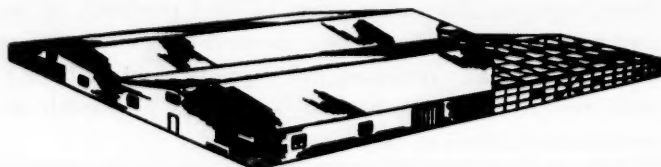
The new aircoach service between Atlanta and Dallas is in addition to a new daytime **Convair** roundtrip flight between Atlanta and Dallas via Birmingham, New Orleans, and Shreveport.

International Minerals Names Cahill, Treasurer

Arthur R. Cahill was elected assistant treasurer of **International Minerals & Chemical Corporation** at a meeting of the board of directors of the corporation held Feb. 26, according to an announcement by **Louis Ware**, president. He will be on the staff of **Robert P. Resch**, vice president and treasurer of the corporation. **Mr. Cahill** has been vice president and treasurer of **Montgomery Ward & Company** for the past four years. Before becoming associated with **Montgomery Ward** 11 years ago, he was with the **Federal Reserve Bank of Chicago**. He is a graduate of the University of Chicago.

The board of directors also declared a quarterly dividend of 40 cents a share on the common stock of the corporation, and the regular quarterly dividend of one dollar (\$1.00) per share on the 4 per cent cumulative preferred stock, both dividends being payable March 30, 1953 to stockholders of record March 20, 1953.

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Phone South 3610



Patent Scaffolding Opens Facility at Charlotte, N. C.

The Patent Scaffolding Co., Inc., manufacturers and distributors of all types of steel and aluminum scaffolds for building construction, repair and maintenance, has opened a new office and warehouse at 2546 Lucena Street, Charlotte, N. C.

The new office will serve contractors in North and South Carolina. For maximum efficiency the new property is equipped with a railroad siding and truck loading dock.

Earl A. Taylor is in charge of the Charlotte office, which will handle the complete line of Patent Scaffolding Co. products, including "Gold Medal" Suspended Type Scaffolds, "Gold Medal" Safety Swinging Scaffolds, TubeLox Scaffolding, "Trouble Saver" Sectional Steel Scaffolding, "Gold Medal" Sidewalk Bridges, "Gold Medal" Steel Hoist Towers, Aluminum Sectional Ladder and Rolling Scaffolds, and Fold-A-Way Aluminum Scaffolds.

Southern headquarters of the Company are at 38 Haynes Street, N.W., Atlanta.

Plans to Develop Virginia's Port Facilities

Plans were set forth last month for interesting Virginia business men in the development of the state's port facilities.

Fred McWane, Chairman of the Virginia State Ports Authority, has been authorized to confer with the various state Chamber of Commerce officials in order to arrange meetings throughout the state between business men and members of the port group.

The objective of these meetings is to explain the workings of the port authority to the business men. The authority, created by the 1952 General Assembly, is in the midst of making a survey of Virginia port possibilities as a preliminary step to increasing the state's port business.

According to Miles C. Kennedy, a member of the New York survey firm, the survey is moving ahead under full steam. He said he and his associates are collecting information and viewpoints from railroad, steamship, banking and freight interests, and from others interested in the port development. It is expected that the survey will be completed and turned over to the authority by June of this year.

Mr. McWane proposed the idea of meetings with business men. It is his thought that the gatherings could be held as a prelude to the Virginia World Trade Conference, which is scheduled for September or October, in Richmond.

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are pleased to announce they will have stocks of pipe in their plant at BRYSON CITY, NORTH CAROLINA

SIZE $\frac{1}{2}$ " to 4" Buttweld

4" to 16" Lapweld

Manufactured by BETHLEHEM STEEL COMPANY

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(Plant and Warehouse)

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Asheville 3-8128

C&P Telephone Releases 1952 Annual Report

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At the end of 1952, the company had 758,564 telephones in service, a gain of more than 100 per cent in the 10 years since 1942. During the year, 171,137 telephones were installed and 115,590 were disconnected, for a net increase of 55,547.

Maddox noted that the over-all quality of the company's service continued at "highly satisfactory levels." He said local calls increased 7.2 per cent over 1951 and out-of-town calls, at a record high level, were 7.3 per cent greater.

Financially, Maddox reported that inflationary pressures caused C. and P.'s expenses to increase faster than revenues, with earnings of 5.90 per cent on invested capital representing a decline for the second successive year.

Total operating taxes in 1952 reached the record sum of \$12,729,000, Maddox said. He pointed out that this is an increase of \$900,000 over the previous year and "395 per cent greater than in 1946 when it first became necessary for the company to seek postwar increases in rates."

Excise taxes imposed by the Federal and some local governments on telephone service and charged directly to the telephone customer as a part of his bill amounted to \$11,306,000 in 1952, bringing the total tax bill of the company and its customers to \$24,035,000. The telephone tax burden carried by Maryland customers last year averaged \$3.85 per

month per customer, or \$46.22 for the year, the report stated.

C. and P.'s total operating revenues amounted to \$71,347,000, an increase of 12.6 per cent over the preceding year. This gain was largely offset by increases in operating expenses and taxes, which totaled \$63,195,000 in 1952, or 13.5 per cent over last year. Attributing the increase to higher wage rates, the number of employees, higher Federal income tax rates made effective in 1951 and continued inflationary increases in other operating costs, Maddox said:

"It is inevitable that if the company is to pay continually increasing taxes, wages and costs of materials and, at the same time, maintain a safe margin of earnings over these expenses, the prices for its services must likewise be increased."

While net operating income increased \$474,000 over 1951, the company's return on earnings on invested capital declined from 6.03 per cent in 1951 to 5.90 per cent in 1952.

"This was due mainly to two factors," Maddox stressed, "the heavy investment of additional capital funds—required to meet growing demands for service—and the fact that price increases for telephone service have not kept pace with the effects of inflation."

In order to continue to provide the people of Maryland with more and better telephone service, Maddox said the company spent \$26,824,000 in gross construction in 1952, bringing postwar construction expenditures to over \$155 million. He added that "notable progress" has been made in meeting demands for rural service, with 74,456 company-operated telephones in rural areas at the end of the year, 7,836 of which were added during 1952, "the greatest annual gain in the history of the company."

WHO'S WHERE

The Nashville, Chattanooga and St. Louis Railway recently announced the appointment of **H. B. Siekman** as freight traffic agent at St. Louis, Mo., succeeding **R. H. Dierker** who has resigned.

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Mr. Palmer, in addition to his duties

WAVY

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Hexagonal cross bars for neat appearance.

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STANDARD STEEL SPRING COMPANY

Open Steel Floor Grating Division
4001 East Seventh Ave., Gary, Indiana

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This distributor will serve the foundry industry in the New York Metropolitan Area and will perform a valuable service to the trade by offering quick delivery from stock. Barth will stock all of the standard pig and alloy ingot products.

There have also been two recent changes in the firm name of two Reynolds Distributors:

R. G. Stern Company, Los Angeles, California, is now known as **BRALCO METALS, INC.**

Silverstein & Pinsof, Inc., Ingot Distributor at Chicago, Illinois, now known as **SIPI METALS CORPORATION**.

Mobile Port Institutes Radio Contact Service

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Jerry P. Turner, Docks General Manager, has described this new facility as a major addition to Docks equipment and efficiency and points out the new radio service provides contact not only between the Terminal Railway's five diesel locomotives themselves, but also between each of these locomotives on the one hand and both the yard office operating

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The first thousand cars, to be delivered in the fall of 1953, have been authorized, he said, by the Company's Directors, the cost being estimated at \$6 million. These will be wide-door 50-ton capacity box cars, especially suitable for paper, clay, and other products where loading machinery requires wide-door openings.

The other 2,000 cars in the planned three-year program would be purchased during the next two years, 1954 and 1955.

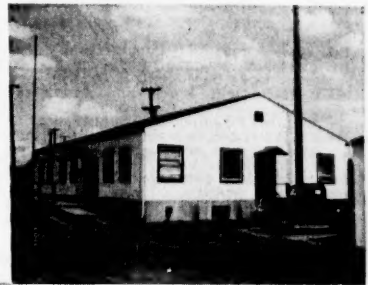
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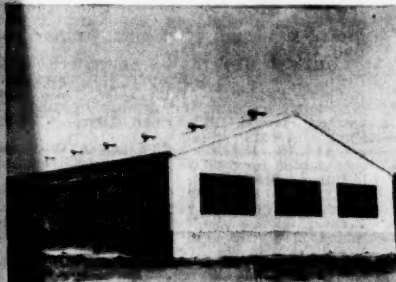
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THIS BUILDING PAIR



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Armco Series P Building

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Mr. Palmer, in addition to his duties as general agent-traffic, will also cooperate with the industrial, agricultural and operating departments.

The Virginian Railway Company has announced the following appointments in the traffic department, effective March 1st: **Mr. Lawrence T. Forbes** is appointed coal traffic agent with offices at 605 Terminal Building, Norfolk, Va., succeeding **Mr. Aubrey T. Mason**, who was promoted to general agent with offices in the Woodward Building, 15th and H Streets, N. W., Washington, D. C. Mr. Mason succeeded **Robert W. Phillips**, who was promoted to the position of general western agent to succeed **Robert A. Yelton**, retired. Mr. Phillips will be located at 7 South Dearborn Street, Chicago, Ill.

The Engineering and Research Corporation of Riverdale, Maryland, has appointed **Mr. Wendell S. Walker** Engineering Office Manager. Mr. Walker came to ERCO from the Air Adjutant General's office.

As a result of the expansion of its Field Service activities, Erco announces the promotion of **Mr. Frank Tritten** as Assistant Chief of Service Engineering, and **Mr. William Keefe** to fill Mr. Tritten's vacancy as head of the Spares Group. Both Mr. Tritten and Mr. Keefe were formerly with the Navy's Special Devices Center at Long Island.

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The new service, Turner estimates, will save from two to three hours a day in labor and locomotive time. Explaining the benefits of radio contact, which is expected both to cut operating costs and increase speed and efficiency, the general manager pointed out that previously an engine foreman had to leave the locomotive to obtain new orders from the yard office and the bulk handling plant office. These two nerve centers of the Alabama State Docks were similarly handicapped in contacting Terminal Railway foremen.

With radio contact, a foreman who discovers the cars he expected to move are not yet ready for hauling can instantly contact the yard office for new instructions. The radio system enables the engine foreman, the yard office and the bulk handling plant office to carry on a three-way conversation, and during these conversations each of the five engine foremen can listen in and keep posted as to the operations of all the engines.

"The new contact radio service," Turner said, "is the latest improvement in State Docks operations, and a very important improvement. It is the most recent addition to our continuing program to give better, faster and more economical service to shippers using the Port of Mobile."

The cost of the radio system, which has a range of about 10 miles, was under \$7,500, installation included, the general manager announced.

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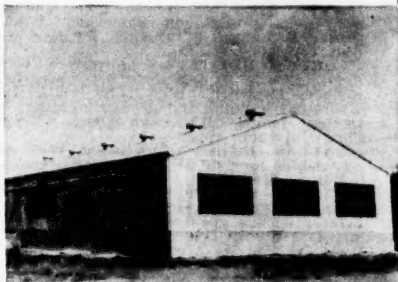
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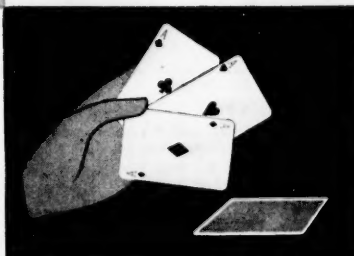
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New Plants

(Continued from page 14)

CHATTANOOGA—Chattanooga Gas Co. plans \$902,500 expansion and improvement program.

CHATTANOOGA—B. F. Goodrich Co. let contract to H. E. Collins for \$100,000 building.

CHATTANOOGA—M. M. Hedges Manufacturing Co. plans addition.

CHATTANOOGA—Ross-Meehan Foundries to double office space.

CHATTANOOGA—Tennessee Products & Chemical Corp. plans one-story warehouse.

CHATTANOOGA—Wheland Co. received certificate of necessity from Defense Production Administration for \$70,000,000 worth of alumina and primary aluminum reduction facilities; plans to build two plants; one in a "coastal area" for producing alumina from ore cost \$20,000,000; the other will be in the Tennessee Valley Authority area and will make aluminum metal from alumina, \$50,000,000; total capacity will be about 50,000 tons a year.

CLARKSVILLE—The International Minerals & Chemical Corp., Chicago, Ill., new plant.

LOUDON—Charles H. Bacon Hosiery Mills plans expansion program, including \$250,000 addition and new equipment \$1,000,000.

MEMPHIS—Delta Truck Lines let contract to William Culbreath Construction Co. for truck terminal building, 1389 South Third St.

MEMPHIS—Laclede Steel Corp., St. Louis, Mo., acquired two acres along Wolf River for establishment of branch steel fabricating and warehousing operation. Initial investment, approx. \$500,000.

MEMPHIS—Charles Reed Buick Co., received bids for building, Poplar Ave. Hanker & Heyer, Commerce Title Bldg., Archts.

NASHVILLE—Roadway Express, Inc., plans \$65,000 truck freight terminal, West Trinity Lane.

ST. BERNARD PARISH—Ingram Products Co., Inc., plans \$4,000,000 refinery, 11 miles S. of New Orleans.

SMITHVILLE—DeKalb County let contract at \$66,633 to Sorrell Brothers, Sparta, for addition to Spartan Manufacturing Co.

TEXAS

Bell Oil & Gas Co. plans purchase of oil gathering system of Service Pipe Line Co. in Kadane & Kamey Field of Archer & Wichita Counties.

Texas Pipe Line Co. let contract to Panama Williams Co., 1418 Melrose Bldg., Houston, Tex., for proposed Evangeline products pipe line system.

ABILENE—Fisk Tire Sales Co. let contract to Kirby Brothers Construction Co. for sales building.

AMARILLO—Amarillo Packing Co., 1309 N. E. 3rd, let contract at \$20,000 to M. B. Allen, 2300 Line, for packing plant.

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AMARILLO—Garner-Randall Motors, Inc., let contract to F. D. Hill Construction Co., 1013 W. 14th, at \$190,160 for building and used car lot. Edmond Jura & Assoc., 711 W. 16th St., Archt.-Engr.

AMARILLO—International Harvester Co., 714 E. 10th St., plans warehouse, Grant & 3rd Sts.

AMARILLO—McCormick Trusts, J. L. McCormick, 217 E. 7th St., let \$160,000 contract to Randall Building Co., Amarillo Bldg., 100 warehouse 907-15 E. 2nd St.

AMARILLO—Pacific & Santa Fe Co., Santa Fe Building, let \$19,000 contract to Doyle Construction Co., 2413 Hayden, for Yardmaster Tower.

AMARILLO—Plains Radio Broadcasting Co., Tom Kritzer, Mgr., 8th & Harrison, let \$249,277 contract to Walter E. Wirtz Construction Co., 504 Jefferson, for television station KGNC, 1800-2200 N. Polk St. Robert E. Tucker, Johnson Bldg., Archt.

AUSTIN—Bailey Paper Co. and Capitol Printing Co., Mrs. E. H. Harrell, 310 E. 4th St., let \$119,950 contract to Troy Ragand, 1001 E. 46th St., for warehouse and office building, Industrial Boulevard, Page, Southerland & Page, 602 West Ave., Archts.

BA. TOWN—Gulf Alkali Corporation, 503 Madison Ave., New York, N. Y., plans \$8,640,000 chemical plant.

BRYAN—Southwestern States Telephone Co., G. M. Brennan, Mgr., plans office building additions and alterations, Jack F. Doyle, P.O. Box 12, Brownwood, Archt.

CHILDRESS—Southwestern Bell Telephone Co., 308 S. Akard St., Dallas, received \$86,973 bid from Burford Construction Co., 3220 Ash Ave., Dallas, for office and dial building, Thomas, Jameson, Merrill, 820 N. Harwood, Dallas, Archts.

CORPUS CHRISTI—Lewis Boggus let contract to E. E. Harrison, 333 Westchester Drive, for office building with storage area, etc., S. Water St. Walter E. Wilde & Vernon Smith, 1733 S. Brownlee, Archts.

CORPUS CHRISTI—Milstead Co., 1301 N. Broadway, let contract to Lawless & Alford, Inc., P. O. Box 1248, for warehouse and office building, Baldwin Boulevard, Wade, Gibson & Martin, 419 Medical Professional Bldg., Archts.

CORPUS CHRISTI—Southwestern Oil & Refining Co., Port & Sumner, let contract to Refinery Engineering Co., Tulsa, Okla., for laboratory building and storage building, E. Dexter Hamon, 912 Ocean Drive, Corpus Christi, Archts.

DALLAS—J. I. Case Co., Racine, Wis., received bids for \$40,000 office and warehouse building, Hines Blvd.

DALLAS—Industrial Sales & Service received low bid of \$25,860 from Foster-Kaplan, 152 Leslie, for warehouse and office building, 6302 Wyche Blvd. George W. Edwards, 1509A Cochran St., Archt.

DALLAS—Lone Star Gas Co. plans additional facilities at \$28,038,000.

DALLAS—Market Distribution Co., 504 S. Pearl Expressway, received bids for cold storage building, Preston & Eureka Sts.

EL PASO—El Paso Natural Gas Co. plans new natural gas pipeline facilities, \$175,250,000.

EVADALE—East Texas Pulp & Paper Co., owned by Houston Oil Co. and Time, Inc., Houston, selected H. A. Simons, Ltd., 16 E. Hastings St., Vancouver, British Columbia, for \$22,000,000 pulp and paper mill.

FORT WORTH—Consolidated Vultee Aircraft Corp., Grants Lane, let contract to J. R. Murphy, 2414 Cypress Ave., at \$84,450 for service building, guard house and mechanical utilities for Area No. 8.

FORT WORTH—F & J Building Co., 212 S. Adams, \$50,000 contract to R. W. Eagler, 313 Roberts, for office and garage.

FORT WORTH—Portland Cement Co., received bid from Cain & Cain, Majestic Bldg., at \$36,950 for new bath house for Portland Cement Co., Trinity Portland Cement Division, Fort Worth plant. Preston M. Geren, 1607 Fort Worth National Bank Bldg., Archt.-Engr.

FORT WORTH—Southwestern Bell Telephone Co., c/o K. A. Ganssle, 308 S. Akard St., Dallas, receiving bids for air-conditioning building.

FREEDPORT—Dow Chemical Co. let contract to Charles G. Heyne & Co., 2002 Rothwell St., Houston, at \$200,000 for air conditioning hospital building at Plant B.

GALVESTON—Gulf Television Co., Paul Taft, Pres., plans \$340,000 TV station, Charles L. Zwienen, 310 Cotton Exchange Bldg., Archt.

HEARNE—P. A. Reed, Ford Agency, received bid from J. G. Chandler Construction Co. at \$77,170 for sales-service and body building, Market & Evans St. William E. Nash, City National Bank Bldg., Bryan, Archt.

HOUSTON—American Smelting & Refining Co., Federated Metals Division, 9000 Market St. Road, calling for bids for facilities building, Baldwin N. Young, 3908 Main St., Archt.

HOUSTON—Buda Engine & Equipment Co., 6414 Harrisburg, let contract to Robert E. Nesmith, Inc., 6738 Long Drive, for office and warehouse.

HOUSTON—Dickey Development Co., 2719 Westheimer, let contract for \$250,000 to Avalon Mill & Lumber Co., 2719 Westheimer, for auto building, Westheimer & Kirby Drive. DeMontond Buick Co., c/o George DeMontond, Pres., Waxahachie, Lessee.

HOUSTON—Globe-Union, Inc., c/o C. O. Wanvig, Chairman of Board, Milwaukee, Wis., plans \$250,000 storage battery plant.

HOUSTON—Gulf Alkali Corp., New York, N. Y., and Houston, Tex., has purchased Red Circle Products Co. and property formerly occupied by Chipman Chemical Co.

HOUSTON—Hughes Tool Co., Fred W. Ayers, Sen. Vice-President & General Mgr., plans \$15,000,000 expenditure for 3-year expansion.

HOUSTON—Humble Oil & Refining Co. received bids for specialty products building, end of Stedman St. Alfred C. Finn, 1005 Bankers Mortgage Bldg., Archt.

HOUSTON—Knight Manufacturing Co., 103 Eastway, let contract to James A. Roberts, 2014 Rosedale, for manufacturing build-

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LYNCHBURG, VA.

ing. Duryea & Elkins, 1917 Westheimer Road, Arcata.

HOUSTON—M & M Building Corp. plans 508-car garage, rear of M & M Building; cost \$500,000.

HOUSTON—Maxwell House Coffee Division of General Foods, 3906 Harrisburg Blvd., let contract to MacDonald Engineering Co., 188 W. Randolph St., Chicago, Ill., for new process building.

HOUSTON—The Nifty-Tablet Manufacturing Co., 5803 Navigation Blvd., plans factory and warehouse building.

HOUSTON—Roach Motor Co., 615 Broadway, let contract to Telepsen Construction Co., Box 2536, for Jack Roach Automobile Agency Building, J. Bissonnet & Buffalo Speedway, Maurice J. Sullivan, 3901 Travis St. and Charles S. Sullivan, Assoc. Archts.

HOUSTON—Star Steel Supply Co., 2400 Nance, let contract to Candoo Construction Co., 5115 S. Park Bldg., for office and warehouse, Alameda Road.

HOUSTON—Southern Express, Inc., let contract to Robert E. Nesmith, Inc., 6738 Long Drive, for Terminal Buildings, Gulf Terminal Drive, Fred R. Nauman, 713 N. Woodlawn, Kirkwood Mo., Archt. Joseph D. Krakower, 2703 Isabella, Assoc. Archt.

HOUSTON—T. L. Walker Co., 1419 Caroline, received low bid from E. G. Lowry, 5933 Kansas, for warehouse and office building, 1905-7 Hutchins St. Prefab metal building to be purchased from Armpco Drainage & Metal Products, Inc. Lenard Gabert & William J. Wisdom, 1315 Bell, Assoc. Archts.

KERRVILLE—Kerrville Telephone Co., Inc. Louis Schreiner, Pres., let contract to Earl E. Stiefel, 409 Lowery St., for building addition, 812 Water St. Ralph H. Cameron, 1701 Transit Tower, San Antonio, Archt.

LOVE FIELD, BR. DALLAS—Winfield Morten of Morten Realty Co. and Frank Cain of Home Life & Accident Insurance Co. plans \$20,000,000 industrial development project, Walter W. Cook & Assocs., Archts-Engrs.

LONGVIEW—Downtown Auto Park, Inc., V. A. Clements, plans \$400,000 parking building, 5-stories, at Whaley & Fredonia.

LONGVIEW—Grove Controls, Inc., M. H. Grove, Pres., Oakland, Calif., acquired 400-acre tract for \$2,000,000 plant.

LUBBOCK—Bingham Gin Supply, Verlon Bingham, Mgr., 424 Avenue L, let contract to J. E. Reid Construction Co., 1212 Fourth St., at \$36,647 for office and warehouse, Atcheson & Atkinson, Sanford Bldg. Archts.

LUBBOCK—W. G. McMillan & Son, 709 Avenue J, \$35,000 warehouse.

MEDINA—Medina Telephone Cooperative, Inc., let \$141,477 contract to Mid-State Construction Co., P. O. Box 7324, Dallas, for telephone lines.

MIDLAND—Murray-Young Motors plans garage building repairs. Cool & Stille, Archts.

MILANO—Gulf, Colorado & Santa Fe Railroad Co., Rosenberg & Strand, plans passenger station.

NEW BRAUNFELS—Life-Time Battery Corp. of America, R. V. Abshire, Pres., Los Angeles, Calif., manufacturing plant.

ORANGE—Lutcher & Moore Lumber Co. let contract to Herman Weber, Inc., 800 N. Pearl St., Beaumont, for rehabilitation of office building, Golemon & Rolfe, 5100 Travis, Houston, Archts.

SAN ANTONIO—Magnolia Petroleum Co., A. W. Traylor, Pecan & Broadway, let contract to Hollis Watts, 302 Barrett Ave., for service station.

SAN ANTONIO—Silvey Music Co. plans record shop, Valdez & Williams, 924 Dallas St., Archts.

SPRING BRANCH—Southwestern Bell Telephone Co., K. A. Ganssle, 308 S. Akard St., Dallas, received bids for addition to "Holbrook-5" office building, Cato, Austin & Evans, 2103 Crawford, Houston, Archts.

TULSA—Southwestern Bell Telephone Co., 308 S. Akard St., Dallas, let contract at \$22,500 to C. S. Lambie, Amarillo Bldg., Amarillo, for dial office building, Thomas, Jameson & Merrill, 820 N. Harwood St., Dallas, Archts.

TYLER—Bryant Heater Co., Gordon Gray, Mgr., let contract to McKinney & Parker, Professional Bldg., W. Erwin St., for plant addition; cost approx. \$95,000.

VICTORIA—William M. Greeson, 1610 N. Laurent St., received bid of \$69,884 from D. W. Marshall, P. O. Box 32, for dairy building, 1610 N. Laurent St. Jordan C. Ault & Assocs., 604 E. Goodwin St., Archts.

VIRGINIA

Stonega Coke & Coal Co., Big Stone Gap, announced plans for \$3,000,000 expansion program.

CLIFTON FORGE—Chesapeake & Ohio Railway plans \$1,000,000 repair shop.

HAMPTON—Bell Telephone Co. opened bids for alteration and additions to building, Section "B," Merrill C. Lee, Exchange Bldg., Richmond, Archt.

HAMPTON—Merrill C. Lee, Archt., 601 E. Franklin St., Richmond, received bids for alterations and additions to Bell Telephone Building, section "B."

LURAY—Blue Bell, Inc., E. W. Weant, Vice-Pres., Greensboro, N. C., new \$400,000 textile plant, Staiback & Scribner, Box 831, Charlottesville, Archts.

NORFOLK—Associated Transport, Inc., New York, N. Y., building 18-door truck terminal; paved parking area for 100 trailers planned in addition.

NORFOLK—Norfolk & Western Railway plans new \$350,000 shop and storage building at Norfolk Coal Terminal.

NORFOLK—Virginia Electric & Power Co. plans \$1,300,000 service headquarters building.

RICHMOND—Universal Leaf Tobacco Co., low bid from A. H. Ewing's Sons, Richmond, at \$267,962 for office building, Baskerville & Son, 2313 W. Cary St., Archts.

WEST VIRGINIA

DUNBAR—Chesapeake & Potomac Telephone Co. has allocation of \$68,200 for dial equipment, central office.

ELMORE—Virginia Railway Co. has DPA approval for \$275,000 improvements.

FAIRMONT—Fairmont Aluminum Co. granted certificate of necessity for \$32,545,880.

GRAHAM STATION—The Vanadium Corp. of America granted certificate of necessity for \$3,519,600.

KEYSER—Chesapeake & Potomac Telephone Co., \$79,000 extension of service, New Creek area.

MOUNDSVILLE—National Aniline Division of Allied Chemical & Dye Corp., 40 Rector St., New York, let contract to United Engineers & Constructors, Inc., 1401 Arch St., Philadelphia, Pa., for two plants—one at \$4,500,000 and one at \$2,300,000.

MOUNDSVILLE—Solvay Process Division, Allied Chemical & Dye Corp., New York, N. Y., let contract to Seabright Construction Co., 42nd & Wood, Wheeling, for chlorine-caustic soda plant.

WEIRTON—National Steel Corp., Weirton Steel Co. Division, awarded contract to Koppers Co., Inc., Pittsburgh, Pa. for designing and building coke ovens.

WHEELING—Chesapeake & Potomac Telephone Co. plans \$575,000 expansion and improvement program.

Tree Farm Movement Gets Big Boost in '52

More than two million acres were brought into the Tree Farms system in 10 of the 16 southern states during 1952, according to figures released last month by the Southern Pine Association, which helps sponsor the movement in the South. This was more than double the area certified in 1951.

Most of the 176,000 acres dropped from the system during the year were cancelled because of transfers in ownership. The net gain of 1,936,000 acres set an all-time record.

An increase of 340 new Tree Farms during the year brings the total certified areas to 1,184. Total acreage reached 15,723,000.

Louisiana led the group of Tree Farm states with 1,215,000 acres certified during the year. Alabama ranked second with 345,000 acres and Texas third with 240,000.

Texas was ahead on the number of new areas, 112. Alabama was second with 93 new Tree Farms and Mississippi third with 64.

"During the 10 years of tree farming in the South, woodland owners have given great stability to our forest economy," according to H. C. Berckes, executive vice-president of Southern Pine Association. "Largely through the Tree Farm movement, they have shown that trees can be grown as a profitable crop."

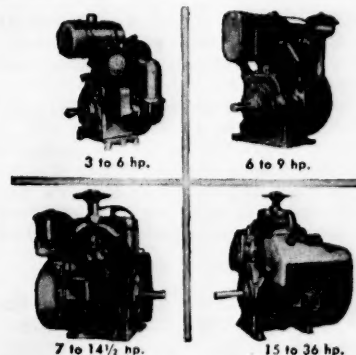
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FINANCIAL NOTES

Lion Oil Company reports net income after all charges and taxes for the year 1952 of \$10,211,425, equal to \$3.30 per share on 3,090,884 common shares outstanding at the year-end. This compares with \$11,751,026, or \$3.80 per share, based on the same number of outstanding common shares, for the previous year.

Sales and operating revenues for 1952 set a new high of \$88,625,282, which compare with \$86,466,609 a year earlier. Net income before provision for taxes on income amounted to \$16,542,425 last year, versus \$18,941,026 reported for 1951.

The 1952 annual report of the **Wisconsin Motor Corporation, Milwaukee, Wis.**, manufacturers of heavy-duty air-cooled engines, which has just been released, shows net sales of \$37,718,816.39 for the fiscal year ending October 31, 1952. Miscellaneous income totalling \$34,225.96 brought total income to \$37,753,042.35. This represents a sales increase of \$5,293,468.34 over 1951, the previous high year, or a gain of 16.3%.

Net earnings after taxes totalled \$1,354,798.77, or \$2.85 per share of common stock, according to President H. A. Todd in his report to the stockholders. Dividends paid during the year on 475,795 shares of common stock outstanding were \$1.60 per share compared with \$1.50 per share in 1951.

The board of directors of **Allegheny Ludlum Steel Corporation** on February 19 declared dividends on the common and preferred stock.

A dividend of fifty cents per share was declared on the common stock and is payable March 31 to holders of record at the close of business March 2, 1953. The quarterly dividend of \$1.09% per share was declared on the preferred stock. It is payable March 15 to holders of record March 2.

The highest earnings and sales in the 50-year history of **Clark Equipment Company**, manufacturers of industrial trucks and automotive components used in the production of trucks, buses, farm tractors and earth-moving machinery, for the twelve months ended Dec. 31, 1952, were announced recently by George Spatta, president.

Net earnings for 1952 aggregated \$5,504,000 after provision for Federal income and excess profits taxes. Earnings in the preceding twelve months totaled \$5,277,000. The previous record for earnings was established in 1948, when profits of \$5,441,000 were reported.

Sales for 1952 reached an all-time high of \$131,815,000, and exceeded the previous record of \$130,148,000 by approximately \$1,700,000.

Directors of **American Woolen Company** on February 11 declared a regular quarterly dividend of \$1 per share on the 4 per cent cumulative convertible prior

preference stock payable March 16, 1953, to stockholders of record February 27, 1953.

Directors also declared a regular quarterly dividend of \$1.75 per share on the 7 per cent cumulative preferred stock payable April 15, 1953, to stockholders of record April 1, 1953.

Net sales of **The Mead Corporation** for the year ended December 28, 1952, amounted to \$100,202,000, subject to final audit. This compares with final net sales of \$112,030,825 in 1951.

Estimated net earnings for 1952 including a non-recurring gain of \$860,375, after related taxes, resulting from the sale of the plant at Manistique, Michigan, were \$5,960,689 compared with \$6,109,237 in 1951. Income and excess profits taxes for 1952 were estimated at \$7,010,000 as compared with \$10,230,000 for 1951.

After allowance for dividends on the preferred shares outstanding during the year, the estimated earnings per share were equal to \$4.97 on the 1,145,785 common shares outstanding at the end of 1952, which includes approximately 75¢ per share resulting from the gain on the sale of the Manistique plant. This compares with \$5.16 on the 1,124,873 shares outstanding at the end of 1951.

The **Pennsylvania Salt Manufacturing Company** has reported, subject to final audit, that consolidated net earnings after taxes for 1952 were \$3,217,942, as compared with net earnings of \$3,542,309 for 1951.

This was equivalent to \$2.59 per share on 1,242,795 shares of common stock outstanding at the end of the year, as compared with \$3.30 per share on the 1,074,391 shares outstanding as of Dec. 31, 1951. Operating earnings before taxes for 1952 were \$6,263,607, as compared with \$10,173,047 for the year of 1951.

Consolidated net sales for the 12 months ended Dec. 31, 1952, were \$57,484,298. These are the highest sales in the company's history and represent an increase of 21 per cent over net sales of \$47,554,688 for the previous year.

The **St. Louis-San Francisco Railway Company** has reported that, including operations of Alabama, Tennessee and Northern Railroad Company, system operating revenues for the year 1952 were \$140,627,081, a new all-time high for the third successive year, and an increase of \$6,375,058 over the previous high of \$134,252,023 in 1951.

Total operating expenses were \$102,648,605, compared with \$103,109,980 in 1951, a decrease of \$461,375. Operations in 1952 included higher wage costs of about \$2,771,000, principally escalator increases, but were free of abnormal flood conditions prevailing in the preceding year.

The report stated that the net income after fixed and contingent charges was

\$14,258,823, the largest since reorganization of the company in 1947, and \$5,265,442 more than in 1951, but added that this was due partly to non-recurring tax credits of \$1,866,000 and additional mail revenue of \$457,000 for 1951.

The net income for December, 1952, reported as \$2,109,743, was \$90,839 less than for December, 1951.

Net profit of **The Youngstown Sheet and Tube Company** last year was \$22,915,822 or \$6.84 a share compared with \$30,644,201 or \$9.15 a share for 1951 the company's preliminary report, issued recently shows.

"Earnings in 1952 included an excess profits tax carry-back from the year 1951 in the amount of \$3,626,000," an accompanying letter from Frank Purnell, chairman of the board, and J. L. Mauthe, president, said.

Sales and revenues, including dividends, interest and other income, amounted to \$439,623,183 last year compared with \$489,305,162 for 1951. Cost of goods sold and other operating expenses, exclusive of depletion, depreciation and amortization, amounted to \$380,016,657 while in 1951 it was \$404,692,398.

A regular quarterly cash dividend of 35 cents per share of \$5 par value capital stock was declared recently by directors of **Stewart-Warner Corporation**. It is payable March 7, 1953, to stockholders of record at the close of business February 13, 1953.

These payment and record dates coincide with those of the 35 cent extra cash dividend declared by the Stewart-Warner board on December 24, 1952.

The Board of Directors of **Delta Air Lines** voted a quarterly dividend of 25 cents per share, payable on March 2 to stockholders of record February 13.

Four quarterly dividends of 25 cents each were paid in 1952, the last of which was paid on December 1.

Houston Port Activity Sets Records in '52

The Port of Houston broke all previous records in total tonnage handled, volume of import-export trade, and dollar value of cargo during 1952, according to statistics released by the Houston Navigation District.

Houston's overall commerce of 45,497,931 tons was 446,183 greater than that of 1951—a year in which the port retained its title of "Second in the Nation" for the fourth successive time.

Dollar value of the commodities passing through the port reached \$2,103,918,793. This was the first time that value of the year's business surpassed the two-billion mark.

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Pursuant to Resolution duly passed by the Board of County Commissioners of
Alachua County, Florida at its regular meeting held on February 3rd, 1953, notice
is hereby given that offers to purchase the present Court House site in Gainesville,
Alachua County, Florida will be received and considered by said Board at Two
O'clock P.M. on Tuesday, March 17th, 1953, at the office of said Board in the
Court House at Gainesville, Florida. The said Board specifically reserves the right
to reject any and all offers.

At Gainesville, Alachua County, Florida this February 3rd, 1953

J. M. Galbraith, Chairman
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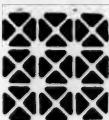
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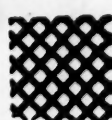
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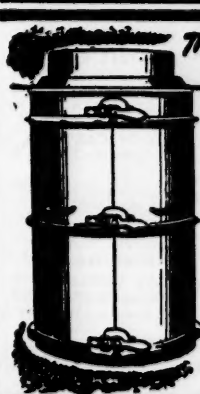
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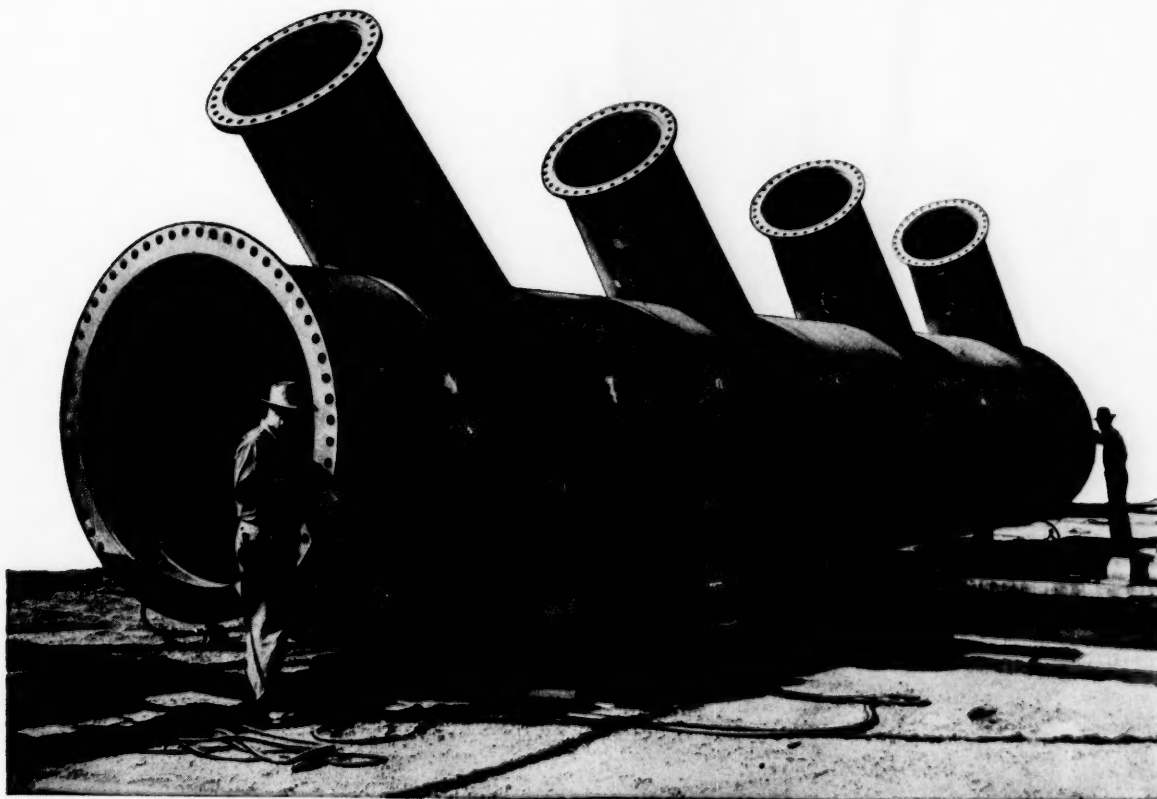
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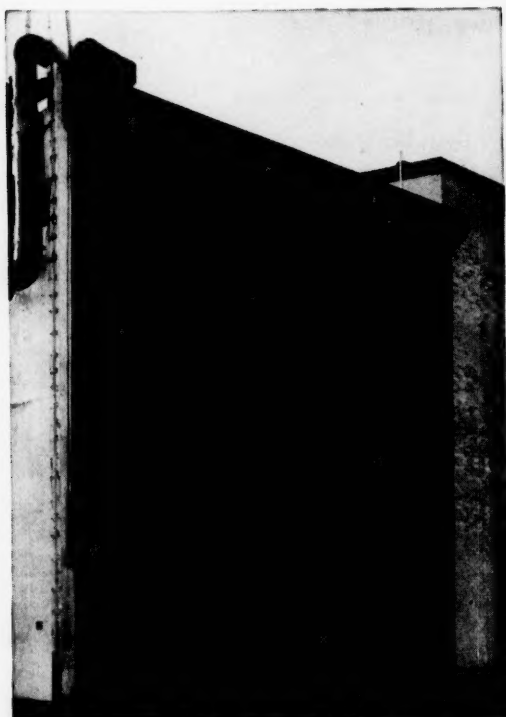
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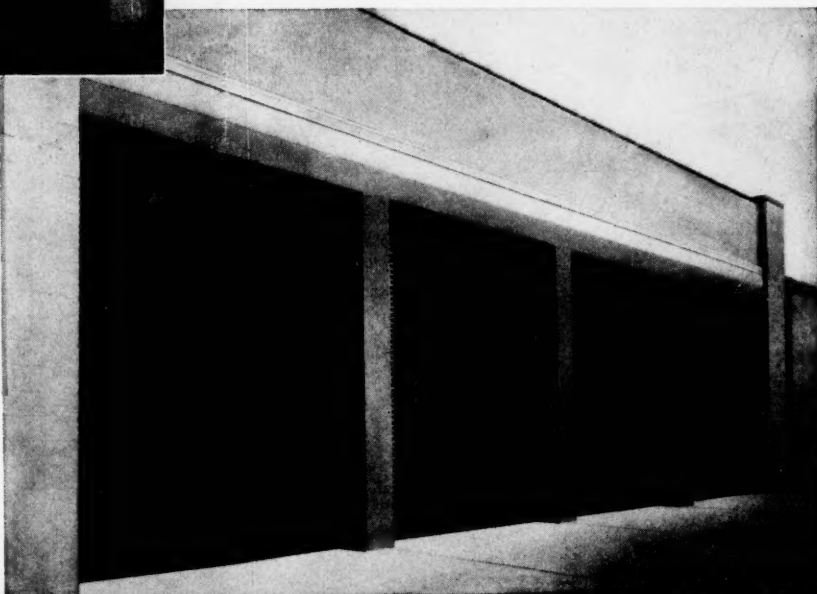


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